# Connecticut INDUSTRY

SEPTEMBER
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# Connecticut INDUSTRY

MANUFACTURERS' ASSOCIATION OF CONNECTICUT, INC.

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L. M. BINGHAM, *Editor*


## IN THIS ISSUE






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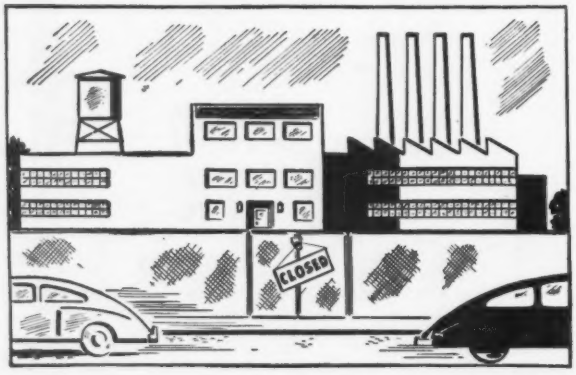
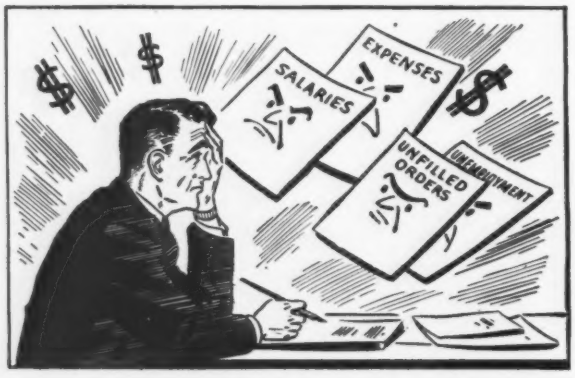
# *The Case*

## OF THE

# BOOBYTRAPPED FACTORY




**1.** The XYZ Manufacturing Company's plant is closed — boobytrapped when failure of a vital piece of equipment forced the entire plant to shut down. Production will not be resumed until repairs or replacements can be effected which may require weeks or even months.




**2.** Though income has ceased, fixed expenses such as heat, light, power, advertising and sales continue. Salaries or wages of supervisory employees and maintenance crews must be paid. Depreciation, rents and taxes add to the loss. Orders are canceled due to inability to fill them. **The total loss is many times the cost of damages to the crippled equipment.**

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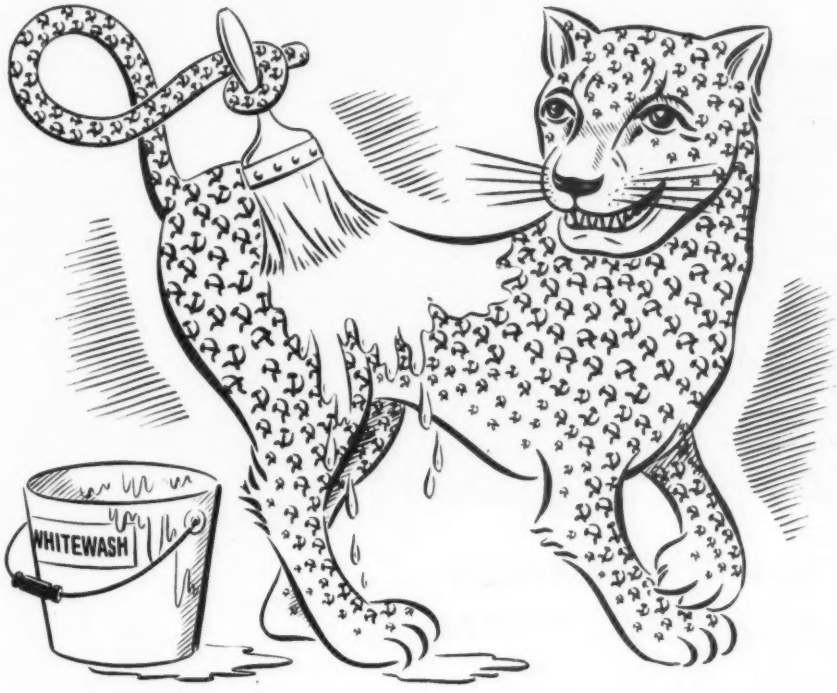
**INDEMNITY COMPANY**

**HARTFORD, CONNECTICUT**

# A LEOPARD MAY CHANGE HIS SPOTS, But—




No amount of whitewash can convince anyone with half an eye that this dangerous killer is only a harmless kitty. For no matter what is done to disguise his spotted exterior . . . no matter how loudly he may purr with propaganda . . . anyone can quickly realize that petting this kitty and attempting to make friends with it can result only in disaster.

No longer can we avoid the conclusion that the purpose of Communists, the world over, is the opposite of our own—that all their plans are calculated to create confusion, perpetuate disaster and bring chaos everywhere in the hope that eventually democracy will be destroyed throughout the world. It is time for us to face the facts . . . that we must act not only without the help of the Communists, but in the face of their stubborn and terribly active opposition . . . that our dreams of one world, in which conflicting ideologies will live together in peace, cannot now be realized.

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# A MOVING STORY

## ANOTHER TOUGH ONE TAKEN IN STRIDE BY ROGER SHERMAN

IN May of this year Pratt & Whitney Aircraft Corp. had four boilers in Philadelphia and two in Trenton, N. J. to transport to the site of their new experimental laboratory in East Hartford. Each of the boilers weighed about 45 tons, — each was 19 ft. 6 inches high and 23 ft. wide, — too large to haul over the highways or railways. With these boilers a total of 700 tons of accessories had to be moved.

Roger Sherman was given the contract to load this equipment on a barge, tow it up the Atlantic and the Connecticut River, and set the boilers in place at the site of the new building. The equipment reached East Hartford safely and with dispatch, and then the Roger Sherman riggers and operators really went to work.

A steel barge was set in place as a floating bridge, and from this barge to shore a trestle was constructed using 10 piles 60 ft. long. Everything had to be done carefully to safeguard the cargo, valued at $780,000, — even though Roger Sherman as usual carried complete insurance on the job from start to finish. The equipment was moved into place without fuss or a loud word.

This project, like many others successfully completed by Roger Sherman looked "spectacular" at the start, but Roger Sherman methods, men and equipment made it look easy. Next time you have a tough job of moving, heavy hauling or rigging, (we like the easy ones, too), call on Roger Sherman Transfer Company.

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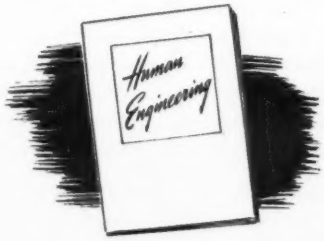


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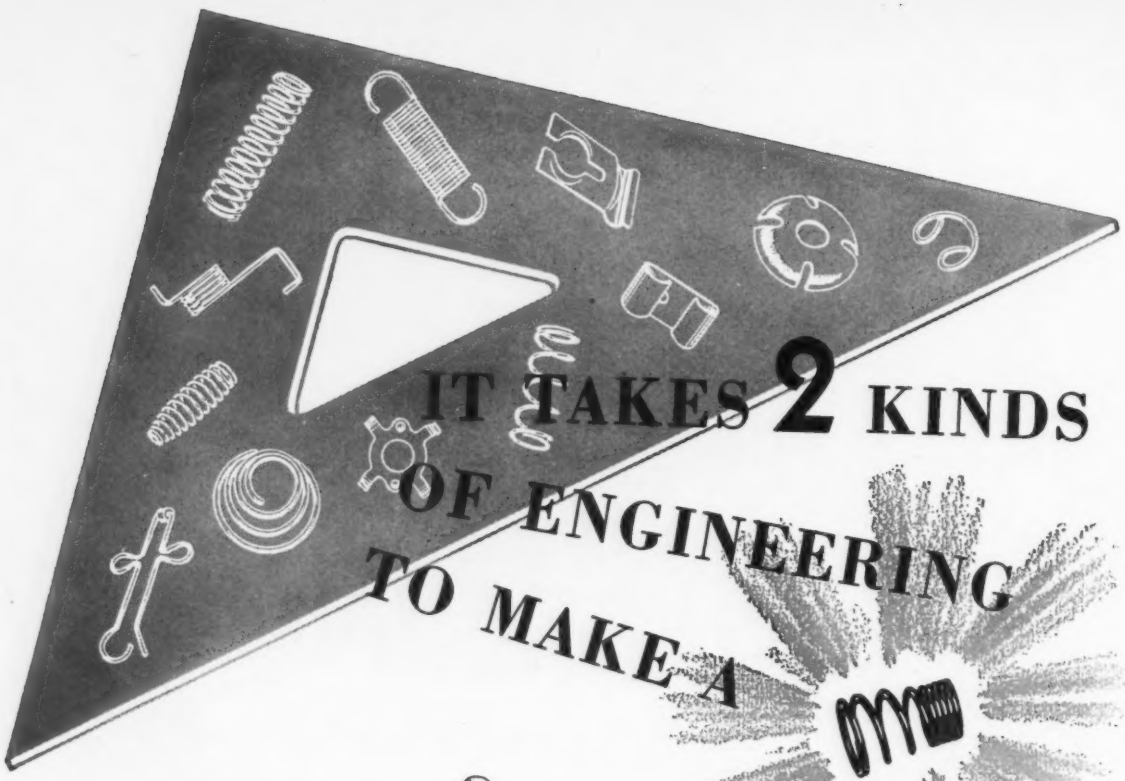

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Yours


Ours

**When your spring specifications call for extra close limits, accuracy at different load tests, tricky bends or end treatment—it's no simple matter to meet them—without costly second operations—*unless* . . . . .**

**. . . . *someone gives those specifications a good going over for production problems.* Here at Wallace Barnes are men who know how to utilize machinery, materials and methods to get the results you want, in the fewest operations. This knowledge, applied *in the early stages of your design*, may also simplify your problems—or help to avoid costly and unnecessary motions. It's worth a try; next time you plan a spring, let us help, too!**

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# Truth Can Keep Us Free

By Edward Ingraham, *President*

It takes no long memory to recall that when Communist Russia and Fascist Germany were allies during the early stages of World War II, American Communists picketed the White House to emphasize their views in opposition to Lend-Lease, Selective Service and other measures designed to adequately defend this nation. When Fascist German armies began sweeping across the Russian Ukraine, overrunning the ill-equipped divisions of the Red Army, American Communists suddenly shifted their position to become the champions of all-out Lend-Lease aid to Russia and the establishment of a second war front to stave off certain Russian defeat. Now, only a few years after rescuing Russia from the might of Fascist Germany by an overpowering avalanche of American-produced weapons wielded by American freemen and Russian comrades, we are again faced with obstructionist tactics on the part of Russian officials in foreign conferences and in the United Nations organization. For our help as an ally of Russia, we are being further rewarded by vicious lies and intrigue on the part of American Communists who are attempting to steal atom secrets; to disrupt strategic industries through promoting labor-management warfare and to undermine our faith in our American form of government by every propaganda method known to the revolutionary mind.

Nor is the outright member of the Communist party the sole menace to American freedoms guaranteed by our Constitution. While the American Communist follows the avowed purpose of his Russian leaders to work for the overthrow, by revolution, of all capitalistic governments, the individual who is not a member of the party but who does the party's bidding is frequently a greater menace than the bona fide party member. The Communist sympathizer, or fellow-traveler, is usually indoctrinated and used by Communists because of the cloak of respectability he wears in his community or the influence he wields among certain groups.

It hardly matters whether he is an innocent and gullible crusading teacher, clergyman, labor leader, socialite or businessman, or simply a willful tool of the Communist party. Whatever his profession he weakens the cause of American democracy by defense of Communists.

Among the most insidious and dangerous attacks being made by Communists and their sympathizers upon our free institutions is the steady infiltration and control of labor unions. Once inside a union, a handful of Communist members, highly trained in the act of spreading hatred toward management, and in parliamentary procedure, frequently gain control of a union containing many thousands of members. Unless anti-Communist union leaders arouse the overwhelming majority of good American-loving union members to take a more active interest in union affairs, ridding their unions of Communist power and influence, the nation may one day be thrown into a "great crisis" caused by nation-wide strikes in strategic industries. That is one objective Communist leaders are working for.

Fortunately, we have a good start on our campaign to uncover the behind-the-scenes machinations of the Communists in Russia and within our own institutions. Our Congressional Committee on Un-American Activities continues to expose the efforts of American Communists and their fellow travelers, while the American press and radio are also becoming more alert to acquaint the American people with the menace of Communism at home and abroad. There are also scores of well-documented books, pamphlets and articles which provide the factual tools which can be used with telling effect by alert and patriotic citizens.

It's time to be done with any lackadaisical attitudes toward any collectivist movements in this country. Every citizen who loves freedom for himself, for his children or for his fellow citizen, should be alert to what is happening in his own social circle, in what doctrines are being taught in the schools which his children attend and in the philosophies of his public servants in local, state and federal government. Anyone who professes or spreads the doctrines of Karl Marx is, in reality, a part of an international criminal conspiracy seeking to enslave free men. Anyone who will take the time to study the doctrines of Mark or Lenin will recognize the utter folly of dignifying the Communist party as a political organ in the same sense as our Republican or Democratic parties.

Management by their forthright and fair treatment of employees, with the aid of a continuous truth-telling campaign, can be effective champions of freedom. Labor union leaders who believe in our form of government and rank and file members, too, by taking a greater interest in union affairs, can rid their ranks of the Communist influence if they are determined. Once labor and management, with the aid of the press and radio, blanket the nation with the truth, the American people will effectively rid the country of the present existing menace which seeks to substitute gang rule for free government by law.

Let us have more truth and act upon it. That is the one sure recipe for freedom.

Where there is freedom there is no fear. Under the Communist banner fear lurks in the heart of every man.

# Carrying On with Conveyors

By ROBERT W. KENT, Bigelow, Kent, Willard & Co.

**HERE IS A MEATY AND TIMELY ARTICLE on some ways and means of using conveyors to reduce costs, increase take-home pay of workers, increase profits and build better employee morale. The author has had extensive experience in planning and supervising the installation of conveyor systems and gives readers the benefit of it.**

ONE of the things we find in the course of our work is that there is a lot of misunderstanding about conveyors.

So many times a company says to us, "Oh, sure, we can visualize a conveyor all right if there is only a single product involved. We can see how all the component parts would travel along smoothly and then flow together for assembly. As far as the item we happen to be making today is concerned, we admit that a conveyor would take care of it fine.

"But what about tomorrow or next week? Because by that time we'll be making different items—with different operations, different work cycles, etc. And we just don't see how a conveyor could fit into such a complicated picture; how with a number of different products you could get the right component parts at the right place at the right time for assembly."

### Balanced Operation

Our answer is that it doesn't matter *how* many products a company makes. In some installations there are hundreds of different combinations to be taken into account. What is done is to break down the operations so that they balance. This can be accomplished in one of two ways: by having variable speeds on the conveyor or by having flexible work stations. What is meant by the latter is that the work stations can either be drawn closer together or spread further apart, whichever is necessary for the different items that go through.

Suppose a product is coming down the conveyor and the operations are broken down into half-minute cycles. If the conveyor is traveling at the rate of, say, 6 feet a minute, then the work stations will be 3 feet apart. But perhaps the next product coming down the conveyor lends itself to having the operations levelled off at one minute a station. In that case either the speed of the conveyor can be reduced to 3 feet a minute, permitting the stations to remain in the same position; or the speed of the conveyor can stay the same and the stations be moved 6 feet apart.

### Conveyors are Modern

It is hard to see how a company can consider itself really modern until it has put in mechanical handling. Surprisingly, though, we often run across a plant that is a gem in all respects but this. Take as an example an ignition system manufacturer who built a beautiful new factory without a conveyor in the place. The work was moved in tote boxes piled 6 to 8 high. All day long the operators were shifting and lifting these boxes. Fifteen per cent of their time went into this non-productive activity. Once conveyors were installed, however, standard times were reduced and production per operator increased. In addition, greater production per square foot of floor area was turned out than had been possible before.

In one department the practice had been for workers to remove material from trucks and pack it away in drawers underneath the production benches. Then at the beginning of each shift the material required for the quantity scheduled that day was taken out of the drawers and placed on the benches. Since there were many components in these drawers, some heavy, some very tiny (as a matter of fact one particular unit required 63 screws of various sizes, kinds and styles) this meant a continual parade of the men around their benches.

A pacer type conveyor was introduced and now these men have given up walking and are continually productive instead. Now each worker performs one operation, or at most a group of operations. All the parts are brought to him as he needs them and he himself does not have to move. Each operator has been provided with a celluloid window envelope 8½"x 11" containing a standard job description telling him everything he has to do at his station in its proper sequence. On the reverse side is typed a list of all the tools and parts he will need. A triangular dolly is mounted on the belt with a wooden box carrying the components required for a complete assembly. The result is that instead of hopping around his bench all day the operator just sits there comfortably, picking the parts he wants off the conveyor, doing whatever assembly work is required of him and returning the work to the conveyor. Then on it goes to the next operation.

**A VIEW OF CONVEYOR used by manufacturer of magneto coils for aircraft. These carrousel conveyors, running at a constant speed, made possible an even flow of parts, reducing the time of assembly of one coil from 40 minutes to 15 minutes.**

### 35% Savings Effected

Formerly the crew of men in this department (spread out over an excessive amount of floor space by the way) produced 65 units in an 8-hour shift. Once the pacer conveyor was installed this same crew, occupying a much smaller floor area, began turning out 100 units in the same length of time. Savings of around 35% were effected. And this in a department that had recently been time studied and where adequate time standards were set. If the two jobs had been combined at the beginning as they should properly have been, the savings would have run as high as 70%.

### Another Outstanding Example

We made a conveyor installation for a meter manufacturer that was unusually successful. In this plant meter assembly was originally handled on tables in a large room. As the various component parts were brought from stock rooms (or in some cases out of process) they were collected in this room on trucks. It was the practice for the component parts of each assembly to remain here anywhere from 2 to 6 weeks. After studying the operations we put in a very narrow, very slow-moving convevor along two sides of the building. The results were startling. Instead of the varying number of weeks it had taken before, the first meter now came off the production line within an hour of the time the assembly was started.

Nearly three-quarters of the floor space that had formerly been used for assembly of standard meters was now released. This meant that assembly orders for special products could be brought up from another floor and assembled here. Later on, the client's own organization discovered that by making overtime use of the assembly conveyor, special orders could be assembled faster and more effectively.

Due to all the spectacular success of this first conveyor installation, all the remaining parts of the plant, including varnishing and baking ovens, were mechanized. Even transportation between departments was soon being handled by conveyors.

Before authorizing the studies that led to the conveyor installation, the company had appropriated $100,000 for an additional building. Because of all the space saved it was plain that this was no longer necessary. When we were through the president of the company said to us a little ruefully, "You know, I really wanted that new building and now you've done us out of it."

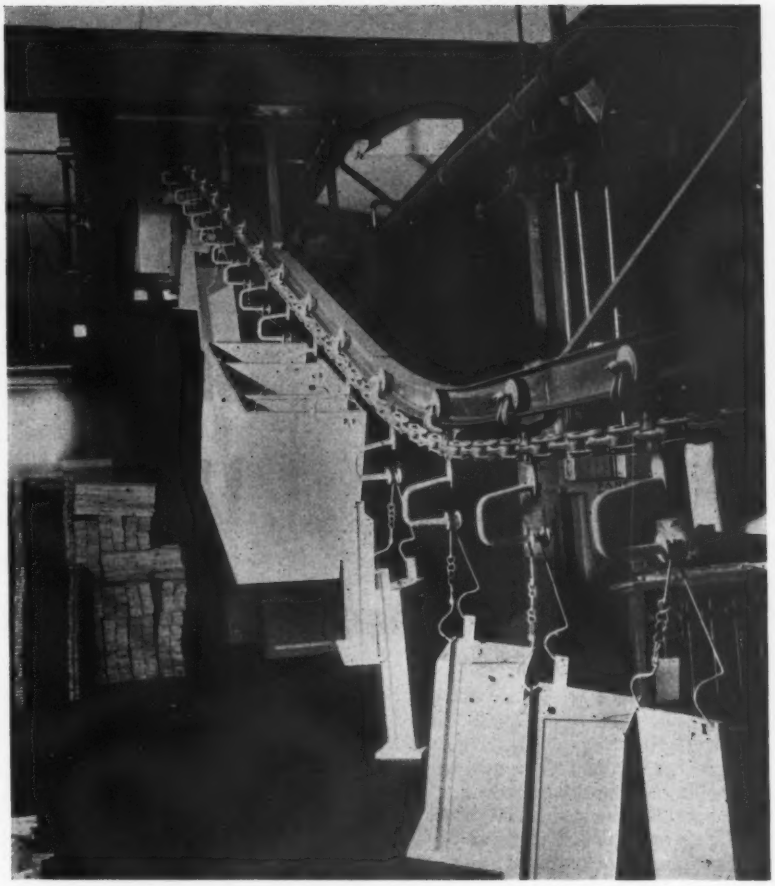


**PHOTO OF CABINETS which travel on the conveyor through the complete finishing system which includes bonderizing, dry-off, paint spray, paint bake, inspections and cooling. This view shows the cabinet traveling downward from the overhead ovens. They are cooled on the way down before reaching the unloading station.**

### Mechanical Handling in Blending Plant

We had an interesting experience with conveyors recently in a plant which packages a widely used product. This product is of a bulk nature and is blended. For this reason it had always been packed in a high multi-story building where it was moved through its various processes from floor to floor by gravity. It was when the company decided to put up a new building that a number of problems came to light. What kind of a building should it be? What shape? How high? How much land should it cover?

Before the answers to these questions could be found we had to get at the basic facts of the business. In the first place, since millions of pounds of the product arrived in the plant every year in over a hundred thousand original containers, it was obvious that there was a sizable materials handling situation to be coped with. To complicate matters, the product might arrive in two or four container lots from over 500 different sources. This created a sorting problem, for material from each source had to be stored in the same place and accounted for on the shipping order or invoice. Formerly all this had been done by back-breaking manual labor.

One of our first changes was to have the incoming shipments sorted and handled in a combined operation. We arranged to have this done mechanically by the use of a monorail set at such a pitch that the suspended containers could roll down any one of a number of branch monorails. Now, when it comes time for storage,

*(Continued on page 33)*

# Modern Research by Remington Rand

REMINGTON Rand's new Research Laboratory of Advanced Engineering, in South Norwalk, is now in operation. The new laboratory—an ultra-modern, four story structure of steel, concrete and yellow brick, has a total floor space of 53,000 square feet. It is located on a ten acre tract of land on Wilson Avenue, directly south of the business section of the city.

The Remington Rand Laboratory is the only building in the world devoted to research for all types of business equipment from microfilm records to carbon papers, from typewriters to index cards, from fireproof cabinets to electric adding machines, from single electric items to television.

No manufacturing of any kind is conducted at the laboratory except for the making of model parts and the engineering, designing and making of original sets of tools for new products. Emphasis is placed primarily upon chemical, metallurgical, electronic and mechanical research.

"This continued research," says Vice President Albert M. Ross, who is chairman of the General Technical Committee, directing the laboratory, "this constant creation of new administrative tools of business will mean expanding sales of Remington Rand products with a consequent continuation and expansion of employment.

"The ideas of tomorrow," he added, "developed by Remington Rand scientists in this new, completely-equipped laboratory will contribute not only to the greater efficiency of business but also to the fuller life for all peoples.

**(Left) THE CHEMICAL LABORATORY of Remington Rand's Research Laboratory of Advanced Engineering in South Norwalk. (Right) ONE OF THE MANY skilled engineers testing a Remington Rand industrial television set in the electronic division of the company's Research Laboratory of Advanced Engineering in South Norwalk. Note the camera in the upper section of the photo, with a rear view of the receiver in the lower right hand corner.**

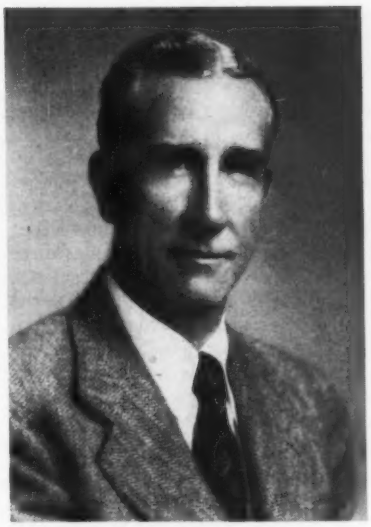
# A PRACTICAL APPROACH TO PRODUCTION CONTROL

By WALTER E. ANDERSON, *Industrial Engineer*

PRINCIPLES by which the production of any type of manufacture may be economically planned and controlled have been soundly developed. Advancements in these techniques have kept well abreast with progress made in technological fields. Although the benefits of both arts have been equally available, industry has taken more advantage of improved production methods and equipment than it has of techniques by which management may plan and control the production of such improved facilities. Preference here is not difficult to understand when we consider that the value of process and method improvement is more readily apparent and more immediately obtainable than are the benefits to be derived from manufacturing controls.

Because of this industrial trend, it is not unusual to find highly methodized and efficient direct labor operations co-existing with confused and poorly organized indirect activities within the same company. In many instances, the control of production resolves itself to a control by shortage lists and often by preference lists of the more critical items when the shortage lists themselves become too lengthy to serve as a guide. To maintain production, reliance is placed on personal drive, expediting and trouble shooting, requiring the expenditure of considerable human energy in a continuous struggle with problems affecting production flow.

Criticism of this mode of operation does not mean that personal drive should be dispensed with, nor that scheduled items should not be expedited. Personal initiative is most essential to the maintenance of production schedules, but it should not be expended recklessly and wastefully on continuously recurring problems. Production expediting should be supported by systematic procedures that channel production through the manufacturing process on a planned and scheduled basis. Thus, the number of items requiring expediting would be kept to a minimum, reducing proportionately the amount of personal drive required. The effort which was formerly used to obtain production under extreme difficulties could then be directed toward a further correction of operating conditions.



**WALTER E. ANDERSON, Chief of Industrial Engineering, Federal Telephone & Electric Corp., Clifton, N. J., is a graduate mechanical engineer with a background of twenty-five years experience in production management and industrial engineering in the mechanical, electrical and woodworking industries. Throughout his industrial experience, he has dealt extensively with problems of organization, management, production and costs and in the application of solutions to such problems, has established a sound record of accomplishment with the companies and firms indicated.**

**Positions of management responsibility were: assistant plant manager for Socony Burner Corporation, subsidiary of Standard Oil Company of New York, and plant manager for Pioneer Instrument Company, subsidiary of Bendix Aviation, Brooklyn, New York. Engineering positions were: chief industrial engineer for Atwater Kent Manufacturing Company, Philadelphia, Pennsylvania, and supervisor of production engineering for Red Lion Cabinet Company, Red Lion, Pennsylvania. Professional connections were with the management engineering firms of W. H. Leffingwell, Incorporated, New York City, and Day and Zimmerman, Philadelphia, Pennsylvania.**

### Controls Reduce Unit Cost

There is belief in some quarters, that a system of production control creates excessive indirect activities, and thereby increasing the cost of doing business. Actually, this is not so. The indirect tasks incidental to production must necessarily be performed in some manner; they can not be avoided merely by avoiding the system. The aim of systems is to facilitate the performance of these tasks in the most economical manner. If the duties of production planning, ordering, dispatching, routing and recording are not organized under a system of control, they will be substituted by less of production. Costs may then be affected by irregular flow of production, restricted individual productivity, and reduced effectiveness of supervisory and other management personnel. These factors of cost are not reflected in cost statements, and are not taken into account when evaluating the worth of organized control. Analyses made of the cost of manufacture, before and after systematizing, have shown substantially lower unit cost under a systematically controlled plan of operation.

Experience of some manufacturing companies might tend to refute the economic claims made, because of unfavorable results with some of the much lauded aids to management. Attemps made to apply the principles of control to industrial production have not always given the anticipated satisfaction. Many have been outright failures, causing an amount of skepticism to be aroused. However, if these unfavorable situations were to be carefully analyzed they would very likely reveal faults of organizing or difficulties existing in plant operation. Many problems are encountered in organizing, but none should be insurmountable if due regard is given to influences which react for or against success in this work. Toward this end, let us review several factors involved and some of the cautions that should be observed in effective organizing.

### Steps in Control Procedure

Systematizing for the control of production involves three main considerations: (1) the appropriate design of a system by which suitable

control may be accomplished in the simplest manner; (2) the proper selection, training and placement of individuals upon whom its successful operation will depend; (3) an intelligent approach to the installation and operation of the system of control. The order in which these are stated does not imply their relative importance. It is the order in which they are given attention in an organizing program.

Volumes have been written on the subject of production planning and control, making available all the major systematic devices applicable to any type of manufacture. These include full descriptions of necessary forms along with explanations as to the manner of their use. With this abundance of information, the art is by no means a secret. Yet, time and again, these implements have failed to accomplish the intended results when too much reliance was placed on systematic features alone. The laws which determine the kind of paper work which must be adhered to in system design are not exacting. Forms and procedures may vary considerably, within given bounds, and equally good results may be had. But this same latitude does not prevail in the matter of installation and operation. Here we meet definite limitations which require that all functions be performed correctly and completely, within a given time and in properly established sequence with other functions.

### Human Element of Prime Importance

So much importance has been attached to the mechanics of systems that managements have been urged to believe that a system, properly designed for a given purpose, will most assuredly achieve that purpose. Actual observations do not substantiate such a belief. Systems and procedures accomplish nothing in themselves, they merely establish a means by which capable people can more thoroughly and economically perform functions identified with efficient plant operations. If a system is at all adequate, its effectiveness will be dependent upon the appropriate selection and training of personnel and the understanding and careful application of principles. It is in these areas that attention is needed, more than in system design, if the full benefits of manufacturing controls are to be profitably employed by industry.

The human element is of prime importance in any plan of control, because it is through the combined efforts of individuals, capably directed and harmoniously working together to achieve worthy results, that such results are attained. Capable performances of people far out-weigh the mechanical aspects of systems. This does not suggest the need for persons of extreme capabilities, but it does mean good normal individuals who have sufficient interest and ability to do ordinary things and to do them well. Of course, all persons are not equally suited to the same kind of work. For example, the work of planning will require more personal initiative and technical knowledge than will the routine jobs of record keeping. Between these two extremes there will be other intellectual requirements. It will be necessary to qualify the available personnel accordingly. Such preparatory work should be done by the organizer, while he is examining existing routines and investigating operating conditions in manufacturing and other departments, prior to establishment of control.

The approach to installation should be thoroughly practical, and be supplemented with a good working knowledge of total organizational functions and an understanding of human capacities and limitations. It is by coordinating these functions, and by qualifying the personnel involved, that the best results are obtained. Too often, the work of organizing is pursued without a full recognition of these facts. Elaborate systems are devised and procedures are written, with little investigation into the working requirements and conditions of the functions to be organized. Installation is then started over a broad range of activities before situations have been made reasonably conductive to the plan. Such a program might be ambitious, but the results achieved might be worthless. Application should proceed gradually, after thorough investigation of all factors involved, and after favorable adjustments have been made to assure the acceptance of control by the departments and functions to be affected.

### Gradual Approach Needed

The wisdom of a practical approach is more obvious when we recognize that certain conditions are barriers to effective production control. Any set of conditions that hinder a planned flow of production will be equally operative in lowering the effectiveness of a production system. These difficulties are minor in the purely clerical routines. The greater obstacles to orderly procedures are found in functions involving technical requirements or specialized knowledge. For example, a low level of quality control will disrupt assembly schedules by allowing defective piece parts to reach assembly, thus causing reduced output and delays for repair or replacement. Similarly, an excessive amount of tool breakage, or failures in tool service or replacements, will react against planned production. Deviations from standardized process or methods will cause confusion and retard production. Then there is the matter of individual productivity, where workers fail to produce established quotas. These are only a few of many conditions that could be sufficiently troublesome to defeat all attempts to control production.

Many well devised plans have failed because installation was attempted in the presence of an unsatisfactory production situation. The lamentable part of such a failure, is that the real causes are not always recognized. Adverse conditions, if of long standing, might go unnoticed or may be taken for granted and accepted as irregularities inherent in manufacturing. The likely reaction is to condemn the system or to believe that the type of manufacture is one that can not be controlled. This kind of thinking is not unique. It is typical of organizations that function without a coordinated plan of action. No amount of systematizing would help under such circumstances. What is needed in this instance is analysis and solution of actual operating problems.

Production Control is applicable to all types of manufacture, but not to all kinds of conditions. A company that realizes these facts, and works consistently on a comprehensive program of betterment, will be rewarded by smooth flowing production and efficient organization. When departmental or functional faults are found to be the cause of inferior workmanship, tool trouble, low productivity or any of the myriad other common industrial ailments, the ills should be treated at their sources. Correctives should be applied not only to the problems but, what is more important, to the cause of the problems. Operating difficulties that plague production, although of seemingly great magnitude, are for the most part the result

*(Continued on page 32)*

# Voices in Vinylite

**HERE IS ANOTHER interesting story of a Connecticut development that has "gone places" since Yankee brains launched it in 1940 . . . and it is still traveling at an increasing pace to pack more performance into the business man's day.**

FEW, if any, of the men in Uncle Sam's Navy who used countermeasures to deflect German guided missiles (thus preventing the sinking of tons of Allied shipping) realized that a device which made these countermeasures effective had its inception as an office dictating machine. Yet it was the electronic SoundScriber, product of The SoundScriber Corporation, New Haven, which made this an actuality in World War II. By recording the audio frequencies which controlled German guided missiles on SoundScriber Vinylite plastic discs, the Allies were able to analyze these frequencies and develop countermeasures which turned an audio-controlled bomb or rocket from its target and caused it to fall harmlessly into the water.

This, one of the most spectacular war uses of SoundScriber, is but one of the many examples of the part this product played in World War II. SoundScribers were used on land and sea to record everything—from battle instructions to enemy broadcasts. The engineering soundness of the product is evidenced by the fact that not one of the thousands of machines in use by the Army and Navy was ever returned to the factory for replacement or repair!

Like many new electronic developments, SoundScriber—the first all electronic disc dictating machine in America—found its many wartime applications and served its country faithfully.

On V-J Day, SoundScriber found itself in an enviable position. Greatly strengthened by experience gained in building rugged, trouble-free equipment for the Army and Navy, SoundScriber's reconversion problem was at a minimum. The same rugged recorder that served the wartime executives required little modification for use with the Armed Forces. Now, in its peacetime role, SoundScriber is speeding business communications, saving executive and secretarial time, and at amazingly low operational cost.

Primarily an office dictating machine, the additional uses of SoundScriber are almost unlimited. Thousands are in daily use for straight dictation, and thousands more for such applications as two-way telephone recording, inter-plant correspondence, sales training, field reports, conference recording, preparation of articles, books and lectures, court reporting, language instruction, and virtually everything involving the spoken word.

Routine dictation is speeded by the simplicity of the SoundScriber System. Routing of dictated material presents no problem with SoundScriber's wafer-thin, unbreakable Vinylite plastic discs. It's radio-like clarity makes it pleasant and easy for secretaries to transcribe dictation with "word for word" accuracy.

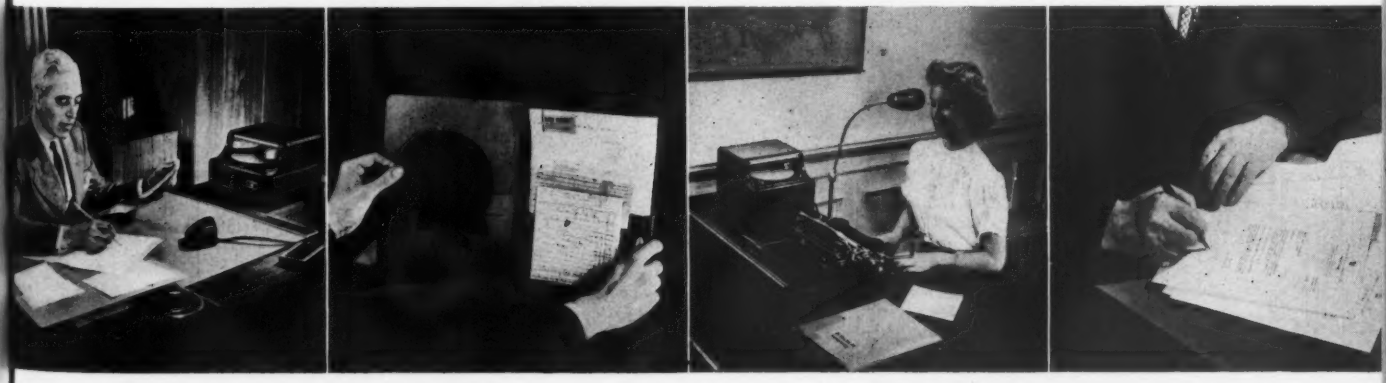
Telephone recording, now in the final stages of complete regularization by order of the Federal Communications Commission, is another feature of SoundScriber, which makes it *the* complete system for business communication.

Sales managers now get reports from the field, not in an illegible scrawl, but in the form of live-voice recordings made right in the salesman's car after each call.

The salesman no longer need pound a typewriter 'til the wee hours to report all the facts of each daily call. With the SoundScriber Portable, he dictates his report at the conclusion of each call, while all the data is fresh in mind. At the end of the day his report goes into the handy SoundScriber mailer, and for regular postage is on his sales manager's desk the next day. Sales managers report that, with SoundScriber, there are better customer relations, more complete reports, faster home office action, and up to 20% more sales calls completed each day.

National distribution of SoundScriber equipment is carried out by 200 sales and service outlets throughout the country. Distributors and dealers, keenly aware of the many applications of their product, have opened vast new fields for the operation of this compact and versatile recording machine. Users, large and small, have contributed unique and efficient new uses for SoundScriber in many phases of their operations. A roster of SoundScriber users reads like a combined bluebook of the nation's business, industry, professions and educational institutions.

**SPEEDING OFFICE CORRESPONDENCE WITH SOUNDSCRIBER**



**DICTATE** **ROUTE** **TRANSCRIBE** **MAIL**

Leading universities throughout the United States use SoundScriber for speech training, language instruction, dramatics, seminar, classroom work, absentee teaching, sight-saving, and blind instruction.

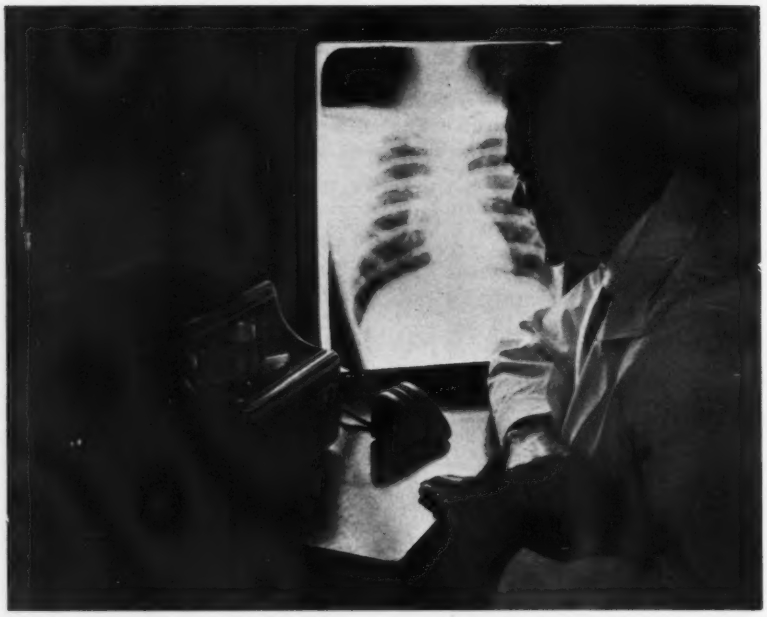
Current best seller, "The Wayward Bus," by John Steinbeck, was largely recorded by the author on SoundScriber discs. The Rt. Honorable Winston Churchill, on his last visit to America, purchased SoundScriber to assist him in writing his monumental political history. Through SoundScriber's London distributors, Mr. Churchill's installation was rigged to permit his walking about his study while he dictates.

On March 31, 1947, the "Boston News Bureau" published a feature article on The SoundScriber Corporation and made the following statement:

"In the short space of seven years SoundScriber Corporation's product, the SoundScriber, the most revolutionary development in the business recording equipment field, has grown from a newcomer in a highly competitive market to a point where it now does about one-third of the total annual business of the industry. A product of New England creative genius, financed largely by New England venture capital and with plant manufacturing facilities at New Haven, Connecticut, SoundScriber is the pioneer in low-cost electronic recording equipment for business."

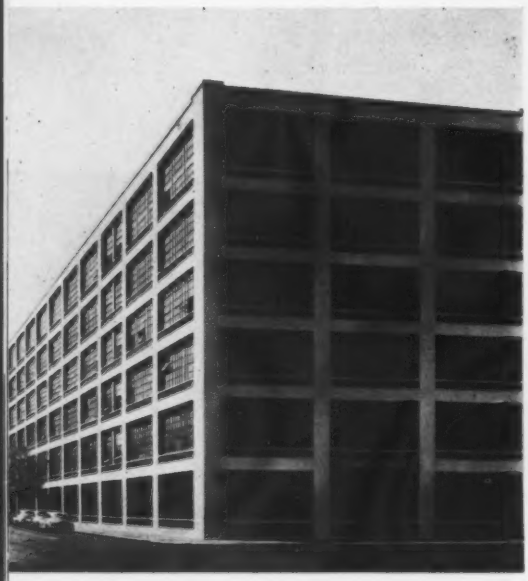
The entire SoundScriber organization, from coast to coast, has an awareness for new developments and improvements seldom found in any industry and is continually checking with users, new and old, for better methods and further simplification. Two outstanding results of this constant "customer surveying" are SoundScriber's new flash-start motor, and light-beam indexer. This new motor, which never requires lubrication, is half the weight and starts four times faster than the previous motor. The turntable attains

*(Continued on page 33)*



**A DOCTOR DICTATES X-RAY FINDINGS**

**SOUNDSCRIBER'S NEW, MODERN FACTORY — MODERN PRODUCTION METHODS AND EFFECTIVE QUALITY CONTROL INSURE USER SATISFACTION.**



**Soundscriber Teaches Foreign Languages at Yale**

# NEWS FORUM

**This department includes digested news and comment about Connecticut Industry of interest to management and others desiring to follow industrial news and trends.**

**MAURICE SINCLAIR SHERMAN,** editor and publisher of The Hartford Courant, president of The Hartford Courant Company, and indeed one of New England's most loved and respected journalistic figures, was taken by sudden death on Friday, June 27.

Mr. Sherman was born in Hanover, New Hampshire, in 1873, the son of

**MAURICE S. SHERMAN**

the late Francis Asbury Sherman, professor of mathematics at Dartmouth College on the Chandler Foundation for 40 years, and the late Mrs. Lucy Hurlbutt Sherman. He attended Hanover High School and in 1894 was graduated from Dartmouth with a degree of Bachelor of Science.

His newspaper career began immediately after college when he joined the staff of the Springfield Union, Springfield, Massachusetts. In his 32 years of distinguished service to that publication, he rose from his first short assignment as a sports reporter to the editorship. With a well-established reputation for courage and fairness in his leadership, Mr. Sherman left the Union in 1926 to become editor of The Hartford Courant, following the death of Charles Hopkins Clark.

In January, 1936, he was elected a director of The Hartford Courant Company, and in 1943 became vice president of the company. In April, 1944, following the death of Henry H. Conland, Mr. Sherman became president of the company and publisher of The Courant, retaining his title of editor.

Mr. Sherman's vigorous editorial principles are well reflected in his own definition of the two basic principles of good journalism: "A policy of never straddling any issue but being scrupulously fair to those of differing opinions, and the policy of printing the news without fear or favor, but presenting it with good taste and a proper sense of proportion. To build a newspaper on these lines is not a quick process but the results when achieved are lasting and satisfying."

He was for many years a trustee of the Carnegie Foundation for International Peace, and a close friend of its president, Dr. Nicholas Murray Butler. At the time of his death he was a member of the executive committee of the Foundation.

A fisherman and an amateur wood and metal craftsman, Mr. Sherman pursued these two chief hobbies as a form of recreation, and became known as a skillful and artful angler, with a special bent toward stream trout fishing. In his basement workshop, equipped with wood and metal lathes and various other pieces of power-driven equipment, he worked with

## The Cover

**WHO HAS NOT THRILLED at the excitement and keen competition of cattle hauling contests, number 1 attraction at many a country fair? The crack of the whip, the antics of the driver (who often appears to work harder than the oxen themselves as they strain to move hundreds of pounds of stone a few prize-winning inches), the side bets of the "natives" and the tenseness of the lookers-on all add up to one of Connecticut's most colorful late summer spectacles. This month's cover photo by Josef Scaylea was taken at the Chester Fair.**

fine woods and metal to build and repair items of furniture and interesting gadgets.

Among the organizations of which Mr. Sherman was a member were the Hartford Club, the University Club of Hartford, the Twilight Club, the Reality Club of Springfield, the Coventry Fish and Game Club, the Barkhamsted Fishing Association, the Twentieth Century Club, the Sons of the American Revolution and the American Society of Newspaper Editors.

He is survived by his wife, the former Florine Adele Sunderland, and a daughter, Mrs. Boardman F. Lockwood of West Hartford.

★ ★ ★

**RICHARD L. WILCOX** recently became president of The Waterbury Farrel Foundry & Machine Company, Waterbury, succeeding David C. Griggs, who resigned the presidency to become chairman of the company's board of directors.

Mr. Griggs, who served the company continuously for 54 years, is a graduate of Sheffield Scientific School, Yale University. He joined the Waterbury firm in 1893 as a member of the engineering department, and seventeen years ago was made president.

President Wilcox, a native of Guilford, entered the employ of the company as a draftsman in 1898, having previously attended Guilford Academy and Boardman Manual Training School, New Haven. In 1920 he was elected to the board of directors, and to the vice presidency in 1928.

**RICHARD L. WILCOX**

★ ★ ★

**"GOOD HOUSEKEEPING** in plants and offices" was advanced by the majority of 138 manufacturing

# "TELL THEM ABOUT ME"

## What "Scotty" Shepherd's story of recovery means to Connecticut businessmen

"When I first came to Boston I was in pretty bad shape. I was practically helpless without my wife to feed and clothe me," writes "Scotty", who works for a Liberty Mutual policyholder, and was admitted to our Rehabilitation Center with both wrists seriously fractured.

"I shall never forget your kind advice and encouragement. With your patience and skill, my hands are nearly back to normal. I want to thank you for all you have done. I'm back at work, earning my own living and enjoying life again.

"Liberty Mutual should be proud of being a pioneer in helping unfortunates like me back to work. If you ever have a new patient who's discouraged, or if anyone wants to hear from someone who has been through the mill, cite my case—or have them write to me."

Since its founding in 1943, The Rehabilitation Center has restored many workers like Mr. Shepherd to health and self-confidence. New techniques developed at The Center have been made available to doctors and hospitals throughout the country.

Helping to restore injured workers to useful employment is just one of the many ways Liberty Mutual works to keep your employees safe. Our loss prevention engineers have the skill and experience to help you cut down the number of accidents and protect you from excessive insurance costs. Our trained staff of claimsmen in Connecticut and nationwide work to save you time and money by following up claims closely, settling them promptly and fairly.

For Connecticut businessmen, Liberty Mutual's service means strong protection at low cost. Write or telephone any of our Branch Offices listed below for complete information.

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INSURANCE COMPANY
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177 State Street — Bridgeport 3, Tel. 51106
54 Church Street — Hartford 1, Tel. 77131
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322 Main Street — Stamford, Tel. 47323
And in 99 Principal Cities from Coast to Coast
20 East Main Street — Waterbury 22, Tel. 35368
51 Empire Street — Providence 3, R. I., Tel. Gaspee 2600

executives recently queried by the American Association of Nurserymen as one of the most important factors in good community relations.

Over the signature of Dr. Richard P. White, executive secretary of the Nurserymen's group, a letter and questionnaire on factory landscaping were mailed to executives of over 500 corporations representing plants of all sizes in all sections of the country, and employing more than a million employees.

The completed survey revealed that 95 per cent of the manufacturers replying agree that good community relations are of "great importance" to them as manufacturers, and list participation in civic activities; practices regarding visitors; landscaping; contributions to fund drives and local advertising and promotion as six leading instruments for the building of good community relations.

More than half the manufacturers reported that additional plant landscaping is being planned, stating that an attractive plant environment aids employee morale, builds pride in the community, gives an incentive for beautifying homes and public buildings and gains respect for the company.

★ ★ ★

**CLAY PIGEONS** will be the first peacetime targets for the revolutionary wartime development of ball powder, now being used in Super Trap and Super Skeet shotshells produced by Western Cartridge Company and Winchester Repeating Arms division of Olin Industries, Inc.

What is now known as Minimax Ball Powder was first produced in 1940 for the British after the Dunkerque disaster. It is claimed by the company to be more stable, clean burning, smokeless and to have a soft recoil, together with more uniform fast ignition.

The Olin companies are the first in the country to produce all of the components for shotshells on their own premises and are the first to produce sporting ammunition with all components tailor-made for each other. Wartime improvements in ball powder are now incorporated in the company's Minimax sporting powder.

★ ★ ★

**A CARPET LAYING INSTITUTE,** devoted to the training of skilled carpet laying mechanics, has

been inaugurated by Bigelow-Sanford Carpet Company, according to an announcement by Bruce K. MacLaury, director of advertising and sales promotion.

Special training rooms have been constructed at the company's Thompsonville plant to enable the Institute staff to give practical instruction under conditions as similar as possible to those which carpet mechanics meet in all types of home and commercial installations.

Eighteen representatives of the company's dealers and contractors made up the initial class, with plans already underway for larger classes and more advanced instruction as the program progresses.

★ ★ ★

**THE DIRECTORS** of The New Haven Clock and Watch Company, New Haven, have announced the resignation of Philip H. English, secretary and treasurer. Although he will continue to serve the company's board of directors, Mr. English will enter the real estate business.

The duties of the treasurer will be assumed by Albert H. Ham, executive vice president, and Frederick A. Neumann, vice president, will serve also as secretary.

Mr. English's resignation ends twenty-nine years of service with the firm, eighteen of which he served as secretary.

★ ★ ★

**GEORGE M. MONTGOMERY,** chairman of the board of directors of the Montgomery Company, Windsor Locks, died recently at his home.

He had been associated with the tinsel and yarn manufacturing company since 1873, and at one time was president of the Windsor Locks Water Company.

He is survived by a daughter and three sons, all of whom are associated with the company in executive capacities.

★ ★ ★

**ROLOCK, INCORPORATED,** Fairfield, has recently been issued a building permit for the construction of a one-story addition to its factory building and to its office, at an estimated construction cost of $26,000.

The company, headed by Roger P. Welles, President, is engaged in the manufacture of wire products.

★ ★ ★

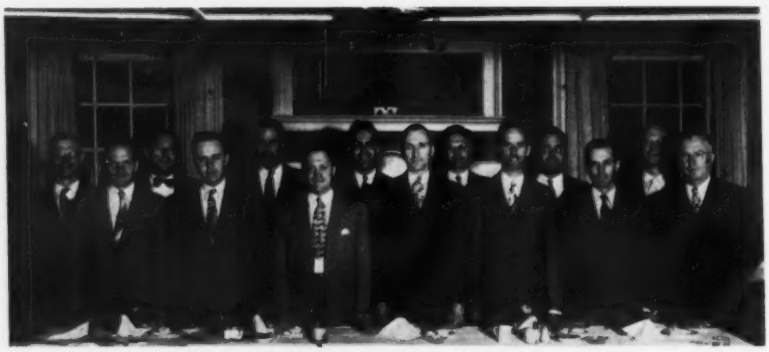
**THE SUPERIOR ELECTRIC COMPANY,** Bristol, has recently expanded its manufacturing facilities to include a newly leased building to be used in addition to its main plant on Laurel Street, Bristol.

The new space, of brick construction, was formerly occupied by the Atwood Chevrolet Company.

★ ★ ★

**LAWRENCE Y. SPEAR,** president of the Electric Boat Company, Groton, since 1942, was elected chairman of the board of directors recently.

Mr. Spear, who resigned from the Navy to become technical head of the firm in 1902, served as a director and vice president before assuming the



**NEWLY ELECTED officers and directors of the Hartford Chapter, National Association of Cost Accountants for the 1947-48 year:**

**Left to right, front row: Louis Graham, Fuller Brush Company, member attendance; Robert L. Cunningham, Wiremold Company, meetings; Harris W. Tucker, Comptometer Co., vice president; George E. McCarthy, New Britain Machine Co., president; Shirley H. Kimmens, Billings & Spencer Company, secretary; Carl G. Baumes, R. Wallace & Sons Co., Wallingford, vice president; James P. Gantley, Fenn Mfg. Co., chapter news.**

**Second row: Raymond Payne, Arrow-Hart & Hegeman Co., past president; Morris Klein, Veeder-Root, Inc., national director; William R. Reader, Knust, Everett & Cambria, special activities; Charles F. Margeson, Henry & Wright Mfg. Co., publicity; Roy F. Moakler, Plainville Casting Co., Plainville, membership; Elmer F. Dow, Colt's Manufacturing Co., publications; Frederick E. Burnham, Colt's Manufacturing Co., past president.**

**Other officers, not shown in the photograph, Richard T. Horner, Pratt & Whitney Aircraft Division, United Aircraft Corporation, treasurer; John A. Rainford, Veeder-Root, Inc., employment, and Robert L. Tetro, E. Ingraham Co., Bristol, program.**

★ ★ ★

presidency. He will be succeeded as president by John Jay Hopkins. O. Pomeroy Robinson, director and general manager of the Groton plant, was reelected a vice president, and made a member of the executive committee.

Mr. Hopkins is also chairman of the board of Canadaire, Ltd., aircraft manufacturing affiliate of the Groton company, and will continue to serve in that capacity.

★ ★ ★

**THOMAS C. CROW,** chief engineer at the New Departure Division of General Motors Corporation, Meriden, died recently, after an illness of several months.

Born in Oxford, England, Mr. Crow attended the Crystal Palace School of Engineering in London, and in 1904 joined the Electric Tramway Equipment Company of Birmingham, England, as an apprentice. He joined New Departure in 1914, and assumed the duties of chief engineer in 1921.

★ ★ ★

**THE PLANT** of The Hartford Machine Screw Company, Hartford, has recently been acquired by Ralph Kolodney, Hartford dress manufacturer, for future rental to various manufacturing concerns on long term leases.

The Hartford Machine Screw Company is building a new plant in Windsor, and is expected to vacate its present plant within a year. The property consists of about 250,000 square feet of space and covers an area of about 170,000 square feet in the triangle formed by Capitol Avenue and the Park River.

★ ★ ★

**A THREE-YEAR CONSTRUCTION PROGRAM,** calling for expenditures of nearly $12 million, has newly been announced by the Hartford Electric Light Company. President Austin D. Barney has revealed that during the war and since, demands by industrial, commercial and domestic customers of the company have continued at such high levels that further expansion of generating and distributing facilities is required.

The addition of a 45,000-kw. unit to the company's generating facilities comprises the principal part of the program. This project has already been started, and is expected to be com-

# WHO

MAKES
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WANTS
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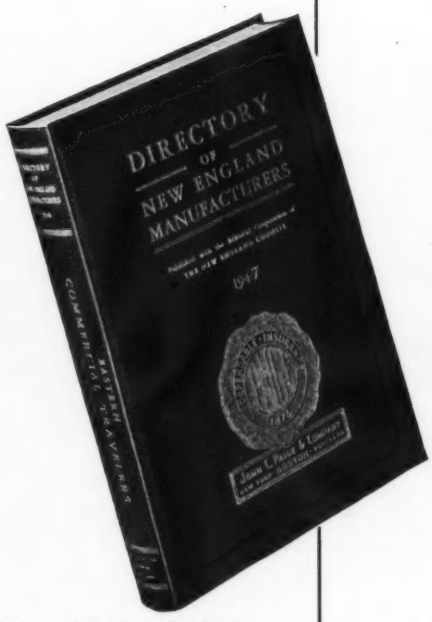


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**Price $30 per copy**

pleted late in 1949. Substantial additions will be made to the company's underground and overhead distribution system, its Sheldon Street Service building and garage, several sub-stations and related parts of the firm's plant and facilities.

★ ★ ★

**A LIST OF NEW** officers of the Sales Executives Club of Hartford has recently been announced, with W. Dorsey Endres, vice president of Billings & Spencer Company, Hartford, serving as president. The other officers are:

First vice president, Howard R. Carlson, sales manager, Hartford Gas Company; second vice president, James F. Keating, assistant secretary, Hartford Accident and Indemnity Co.; secretary, Florence G. Farrell, secretary, Hartford Chamber of Commerce; treasurer, O. M. Hibler, executive vice president, Phoenix State Bank & Trust Company, Hartford.

★ ★ ★

**THE HEARING EXAMINERS** who will investigate complaints of violation of the new Connecticut Fair Employment Practices Act were appointed in mid-July by Governor McConaughy. They will work with the Connecticut Interracial Commission serving in groups of three designated to act as hearing tribunals.

The examiners are: Judge Abraham A. Ribicoff, Hartford, and Judge Benjamin H. Mead, Stamford, five years; Rev. Aaron J. Cuffee, Fairfield, St. Mark's Church, Bridgeport, and Atty. Joseph B. Burns, Fuller Brush Co., Hartford, four years; Angus M. Fraser, New Haven, and Bernard Kranowitz, executive vice president, New Britain Chamber of Commerce, three years; Mrs. Helen MacPherson, manager, New Haven Housing Project, and Orton P. Camp, Platt Brothers, Inc., and the Patent Button Company, Waterbury, two years; and Judge John J. Burke, East Hartford, and Atty. George W. Crawford, New Haven, one year.

★ ★ ★

**WILLIAM S. FULLER,** prominent tobacco grower and packer, has been named president of the Hartford Chamber of Commerce, succeeding Charles F. Coates, of the accounting firm, Hadfield, Rothwell, Soule & Coates.

Mr. Fuller is president of Griffin-Fuller Tobacco Company, Hartford,

and is also associated with the Fuller-Russell Company of Windsor Locks and W. S. Fuller & Son of Suffield.

★ ★ ★

**W. GIBSON CAREY, JR.,** president of The Yale & Towne Manufacturing Company, Stamford, has announced the appointment of Samuel F. Rolph as general manager of the company's Norton Door Closer Company division, Chicago.

Mr. Rolph, who has been associated with the builders' hardware manufacturing business since 1907, succeeds Earl L. Heverly, who has resigned as general manager of the 37-year-old door closer firm because of ill health.

★ ★ ★

**WHEN THE ARMED FORCES** began calling employees of Wilcox, Crittenden & Co., Inc., Middletown, the management established a "Rehabilitation Fund" to be distributed to them after they had been discharged and had again entered the employ of the marine hardware manufacturing concern.

The fund, which rose to a total of almost $15,000 during the war period, was created in lieu of the employees' annual dividend, based on a profit-sharing plan which the company has had in effect for several years.

With the presentation of checks to thirty returned veteran employees recently, President Phelps Ingersoll made the final distribution of the fund, which was divided on a point-scoring basis, using the individual's length of employment with Wilcox-Crittenden prior to going into service, and his length of service with Uncle Sam, as the scoring factors.

★ ★ ★

**PLANS WERE ANNOUNCED** recently for the filming of a few interior and exterior shots of the Raybestos Division, Raybestos-Manhattan, Inc., Bridgeport. The pictures will be included in the special documentary movie the State Department is making for release overseas.

Other industrial and business scenes in the Bridgeport area are also scheduled for inclusion in the film which is being produced by The International Film Foundation.

★ ★ ★

**THREE PERSONNEL CHANGES** at the Chase Brass Copper Company, were announced recently by Vice President Robert L. Coe. Leland S. Hanson, who has been manager of the Chase New York branch since 1938, has been promoted to the position of sales manager, eastern division. Herbert H. Bartlett, who has managed the company's Chicago division since 1934 will succeed Mr. Hanson in New York, and Mr. G. Townsend Underhill, formerly sales manager of the New York branch, will succeed Mr. Bartlett as manager of the Chicago branch.

★ ★ ★

**A NEW MID-WESTEN WAREHOUSE** has recently been established by The Bristol Brass Company, according to the company's president, Roger E. Gay.

Dayton, Ohio, is the site of the company's new outlet, which has been set up so that the company would be in a strategic location to give prompt service to its customers in the Middle West. Kenneth Hathaway of Dayton has been appointed manager of the warehouse there. He has been in the brass business since the completion of his formal education, with the exception of two and a half years as a member of the U. S. Navy during World War II.

★ ★ ★

**A NEW PORTABLE TYPE FIGURING MACHINE,** described as being the first portable machine to have the capacity of large machines of the same sort, will soon go into production at the plant of the Universal Business Machine Corporation, Middletown.

The newly incorporated concern is headed by George J. Fouser of Branford, president and treasurer; Louis H. Emory, executive vice president, and Carlos Ellis, secretary. The plant will operate in the old New England Enameling Company building on River Road in Middletown.

Company officials have revealed that although a comparatively small force will be employed at first, it is expected that eventually between 300 and 350 workers will be employed.

★ ★ ★

**AIRCRAFTERS** with ideas for increasing efficiency and safety at Pratt and Whitney Aircraft Division, United Aircraft Corporation, East Hartford, drew a total of $1,048.92 during the month of June, the highest sum awarded by the Employee Suggestion Plan Committee since the plan was set in motion in April of this year.

Thirty-six employees of the division received suggestion awards ranging from $5.00 to $169.75, won by Onesime W. Gagnon for his idea to eliminate two of the four Gisholt automatic lathe operations on all cams except those used in R-4360.

★ ★ ★

**INDUSTRIAL MEDICAL SERVICE** is making great contributions to improved employer-employee relations and increased productivity, in the opinion of Dr. Victor G. Heiser, medical consultant to the National Association of Manufacturers.

Dr. Heiser advocated that industrial hygiene programs be adopted by the nation's smaller manufacturing plants, pointing out that more than 400 million days are lost from work every year, and that since small companies employ about 60 per cent of the nation's workers, "this staggering loss hits hardest at small concerns without adequate medical service."

The NAM consultant emphasized that plant medical services are not "luxuries" reserved for "big business," and made a strong appeal to the executives of smaller manufacturing establishments to utilize the services of doctors and nurses specializing in industrial health, dispensaries, safety committees and expert advice, to take the health hazards out of working conditions.

★ ★ ★

**THE INTERNATIONAL SILVER COMPANY,** Meriden, will soon introduce a new sterling pattern in flatware, called "Northern Lights" after its Scandinavian influence, it was announced recently.

The new pattern is the first to be introduced in sterling since 1939, and was chosen to conform with the strong preference for the Scandinavian influence in silver design which is now prominent in the silver market.

★ ★ ★

**CONNECTICUT HOUSED** nine of the 35 plants in the United States which constituted the watches and clocks industry in June of last year, more than in any other state, according to a summary of the industry prepared by the Census Bureau.

Similar studies show that Connecticut had eight of the 79 plants in the wiring devices and supplies industry, nine of the 42 plants in the office machine industry, whose shipments of $20,593,000 were more than half the

national total of $34,346,000; 58 of the 259 heating and cooking apparatus, other than electric, plants; two of the 32 plants of the blowers, exhaust and ventilating fans industry; four of the 152 plants in the radio, radar equipment and phonograph industry; seven of the 112 plants in machine tools industry and one of the 55 plants in the plain bearings industry.

★ ★ ★

**EMPLOYERS COVERED** under the unemployment compensation law will save an estimated $15,000,000 during the last six months of 1947 under the new contribution rates prescribed by the 1947 session of the General Assembly, according to Labor Commissioner John J. Egan.

The new table of rates, which is effective on wages earned between April and December 31, 1947, results in an average yield of 0.6 per cent on covered wages as compared with an average of 2.1 under the law prior to amendment. Under the old rates, contribution payments for the period April-December of this year would have amounted to approximately $21,000,000, but the new rates will bring the total to about $6,000,000.

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**"BETTER BROACH IT!"** is the title of an interesting new catalog just issued by the Connecticut Broach & Machine Co., New London. The plastic-bound brochure contains a short introductory story of the company and its products, and presents case studies of actual broaching operations as now being performed by ten leading manufacturers.

In addition, there are 12 pages on the subjects of "What Can Be Broached . . . and Limitations"; "Length of Broaches," and other pertinent information on the care and use of the company's products.

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**THE WORLD'S LARGEST EXPOSITION** of a single basic industry, the Machine Tool Builders' Show, is being presented this month in Chicago, with machine tool builders of this country displaying to the world what they have to offer in achieving their objective of "More goods for more people at lower prices."

The show, which will be presided over by Herbert H. Pease, president of the New Britain Machine Company, and president of the National Machine Tool Builders Association, is the first of its kind since 1935, and the fourth in the association's history.

In twelve acres of exhibits, more than a thousand new machine tools, forging machines and other metalworking machinery and equipment will be demonstrated, with the products of more than 250 leading manufacturers in full operation.

The New Britain Machine Company will present the products of its Gridley Division, including a new line of multiple spindle automatic screw machines; a new line of precision contour turning and boring machines; a new line of automatic turret lathes; and a new double end chucking machine.

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**THE NEW HAVEN RAILROAD** has announced the appointment of Winthrop E. Pierce as district traffic agent with headquarters in Hartford, succeeding John J. Murphy, who

was recently appointed regional freight traffic manager.

Mr. Pierce joined the New Haven Railroad in January, 1924, following several years' service with the Boston and Maine Railroad at St. Johnsbury and at Springfield, Mass. In 1929 he was named traveling freight agent at New Haven, and subsequently served as traffic representative at New York and Chicago.

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**PRESIDENT F. L. MORROW** of North & Judd Manufacturing Company, New Britain, has announced its purchase of all the manufacturing equipment of the Allen Innovations, Inc., New York, for the production of slide fasteners.

It is expected that the fastener, known in the trade as the Alpha Slide Fastener, will soon be in full production at the New Britain plant.

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**THE ESTABLISHMENT** of a new industry in Glastonbury, The Airflo Instrument Company, has recently been announced. The company, which manufactures precision instruments for measuring air flow, is operating in 1,500 square feet of space at the plant of the Williams Brothers Silver Company.

The firm, which began operations with seven skilled workers, is headed by General Manager Carl I. Carlson and E. Marson Moffat, chief engineer. Mr. Carlson, a former watchmaker, has been associated with this type of industry in Hartford for seven years.

Mr. Moffat was formerly employed in the experimental department of the Pratt and Whitney Division of United Aircraft Corporation, East Hartford.

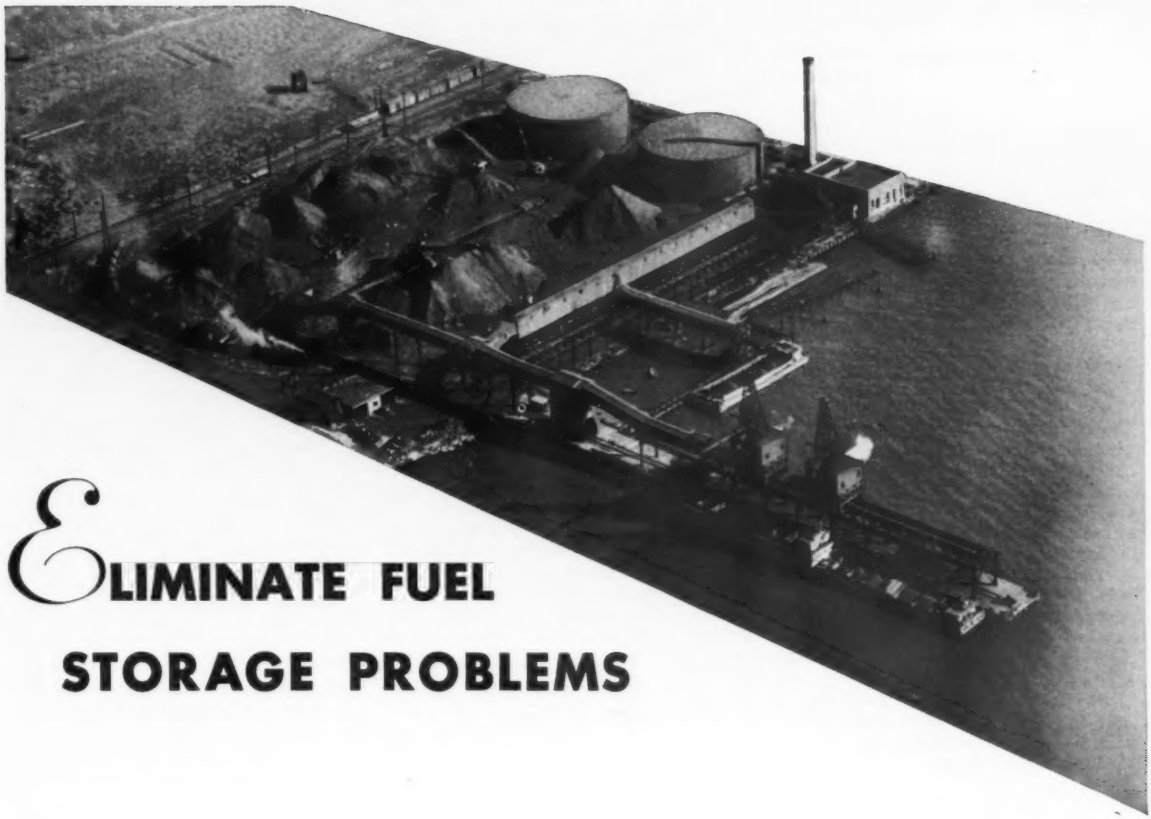
**WALTON D. LYNCH,** President of the National Folding Box Company, Inc., on behalf of the officers and directors, has recently inaugurated a new Service Awards Program whereby special recognition will be given each year to the large number of employees who have established long continuous service records with this nationally famous corporation.

In a special Anniversary Day Luncheon, held in the Company's new cafeteria on June 25th, Mr. Lynch made special presentations to twenty-nine men and women celebrating their 15th and 20th anniversaries with the Company. On that evening, he presided at an Anniversary Day Dinner held in the ballroom of the Hotel Taft, at which presentations were made to 134 employees having twenty-five or more years of continuous service.

The new program provides recognition for all employees with 15 or more years of continuous service, the awards consisting of: (1) bronze, silver and gold service pins and buttons; (2) "Hamilton" wrist watches, individually engraved, for all "veterans" of 25 or more years service; (3) membership in the newly formed "Quarter-Century" Club with beautifully engrossed and framed Certificates of Membership; and (4) special Service Awards Vacations, giving 2 weeks for 15 years, 3 weeks for 20 years, and 4 weeks for "veterans" of 25 or more years.

This new Service Awards Program has been enthusiastically received by the "National" employees and is in line with the Company's progressive policies of not alone producing the best possible packages for America's

**134 MEMBERS OF THE "NATIONAL QUARTER-CENTURY CLUB" at the Anniversary Day Dinner, held at the Hotel Taft, New Haven, on June 25th, inaugurating a new Service Awards Program recently adopted by the National Folding Box Company, Inc.**



# ELIMINATE FUEL STORAGE PROBLEMS

You need have no worry about fuel storage when you use our almost unlimited capacities for storing bituminous coal and industrial fuel oil.

Our efficient high-speed deliveries have already made "Fuel Storage" no problem to many important Connecticut industries. Let us show you how effectively we can meet your requirements.

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**BRIDGEPORT · NEW HAVEN**

**CONNECTICUT**

U.S. ARMY
OLD FARMS CONVALESCENT HOSPITAL (SP)
AVON, CONNECTICUT

MEDEF

CAP/ab
21 June 1947

RECD JUN 25 1947

Manufacturers' Association of Connecticut, Inc.
436 Capitol Avenue
Hartford, Connecticut

Gentlemen:

I have had the privilege of writing separately to each of the firms which have been so helpful in taking our men during their training here, but I also want to express to the Manufacturers' Association as a group our thanks and appreciation for all that they have done during the period of our stay in Connecticut as a blind training center. The cooperation which we have had from your Association and its individual members has been, to my mind, one of the outstanding contributions made anywhere in the country to the program of rehabilitating disabled servicemen. Your willingness to experiment in a field in which little has been done in the past, your generosity in aiding us in placement problems and advising us as to matters in which we needed competent counsel have all been a material part of the success of our training.

As we leave Connecticut we leave with the knowledge that what has been done by the Manufacturers' Association of Connecticut will be of aid to these men throughout the country as they return to their own home area.

I might add that we are particularly grateful for the way in which it has been done. The willingness of the manufacturers of your organization to do what has been done without publicity has been of the greatest aid. To have publicized the activities of the companies which have made jobs available would immediately have removed them from the class of opportunities of men to prove their own worth and would have placed them in the position of being almost freaks in their accomplishment. Your willingness to help us without any fanfare of publicity is most deeply appreciated as is all you have done.

Sincerely yours,

C. A. PFEFFER
Colonel, MC
Commanding

finest products, but providing the best possible working conditions for its large number of faithful employees.

★ ★ ★

**THE MAGNIFICENT TASK** of blinded veteran training, carried on by the U. S. Army at Old Farms Convalescent Hospital in Avon, Connecticut, has now ended with a record which is impressive from a standpoint of accomplishment, and at the same time a profound study in the rebuilding of broken hopes.

That this Association was given the opportunity to contribute, even slightly, to the success of this notable training program was indeed a privilege. It is with sincere pride that we reproduce above a letter of appreciation written by Colonel C. A. Pfeffer, MC, Commanding Officer, upon the termination of the Hospital's activities.

About 900 of the nation's 1,133 blinded veterans passed through Old Farms Convalescent Hospital during its existence, with 48.7% of the total now reported either in training or engaged in gainful employment. Statistics released by the Vocational Rehabilitation and Education Department of the Veterans Administration reveal that on November 30, 1946, 180 veterans were in institutional training; 51 were receiving on-the-job training; 197 were employed full time in various capacities in industry, agriculture, business and professional and scientific fields; 72 were self-employed and 52 were employed on a part-time basis.

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**FORTY BRAZILIAN TRADE SCHOOL** instructors who are currently studying technical school teaching methods in Connecticut, recently visited the plant of R. Wallace & Sons Mfg. Company, Wallingford, one of 50 Connecticut plants to be toured by the South American visitors.

The plant-wide tour of the Wallingford firm was preceded by a luncheon presided over by Warren L. Mottram, Industrial Relations Manager of the company. Mr. Mottram introduced William W. Rich, president of Wallace, who welcomed the visitors to the plant, and Arthur D. Brooks, general superintendent, who outlined the purpose of the tour.

The tour which the visitors took in covering the plant made it possible for them to see in actual operation many of the trades in which they are receiving instruction at the technical schools. Howard M. Bossa of the Inter-American Center, Connecticut Development Commission, which was instrumental in bringing the group to Connecticut, was also a member of the delegation, as were Ernest Buckup, coordinator of the Brazilian students from the Inter-American Educational Foundation; Kurt Weinberg, head of the department of modern languages of Hillyer College, and F. D. Manganelli of the Wilcox Technical School, Meriden.

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**WILLIAM A. PURTELL,** president of Holo-Krome Screw Co., Hartford, and vice president of the Manufacturers' Association of Connecticut, Inc., was elected president of the Manufacturers' Association of Hartford County at its recent annual meeting held in June at the Farmington Country Club. Mr. Purtell succeeds James A. Taylor, president of the Hartford Machine Screw Co.

Vice presidents named were John H. Chaplin, president of Veeder-Root, Inc., Hartford, and Henry R. Mallory, executive vice president of Cheney Brothers, Manchester.

The following were named to the board of managers:

Graham H. Anthony, President, Colt's Manufacturing Co.; Norman B. Bertolette, President, Hartford Gas Co.; Newton C. Brainard, President, Case, Lockwood & Brainard Co.; Clayton R. Burt, Chairman of Board, Niles-Bement-Pond Co., Pratt and Whitney Div.; H. Bissell Carey, President, Automatic Refrigeration Co.; John H. Chaplin, President, Veeder-Root, Inc.; Frederick U. Conard, President, Niles-Bement-Pond Co., Pratt and Whitney Div.; Charles B. Cook, President, Arrow, Hart and Hegeman Electric Co.; Mitchell S. Little, President, M. S. Little Manufacturing Co.; William A. Purtell, President, Holo-Krome Screw Co.; Lucius Rossiter, President, Terry Steam Turbine Co.; Donald S. Sammis, Vice-President and Works Manager, Underwood Corp.; James A. Taylor, President, Hartford Machine Screw Co.; Raycroft Walsh, Vice-Chairman of the Board, United Aircraft Corp.; Henry R. Mallory, Executive Vice-President, Cheney Brothers; James P. Baldwin, Vice-President, American Hardware Corp.; Richard E. Pritchard, President, Stanley Works; Maurice Stanley, President, Fafnir Bearing Co.; Richard L. White, President, Landers, Frary and Clark; Fuller F. Barnes, President, Wallace Barnes Div., Associated Spring; Frederick G. Hughes; Edward Ingraham, President, E. Ingraham Co.; Dexter D. Coffin, President, C. H. Dexter and Sons, Inc.; Oscar G. Knapp, President, Clark Brothers Bolt Co.

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**ON MONDAY, JUNE 23,** death ended the career of one of America's most outstanding industrial statesmen, Walter B. Weisenburger, executive vice president of the National Association of Manufacturers.

It was a colorful and forceful career including the editorship of a newspaper, executive of the St. Louis Chamber of Commerce, vice president of the St. Louis National Bank of Commerce and then president of the St. Louis Chamber of Commerce. In 1934 he accepted the post of executive vice president of the NAM, and brilliantly led the growth of that organization from a membership of 1,469 to its current membership of over 16,500, and with commanding influence fashioned it into a powerful champion of free enterprise—the Voice of American Industry.

Noted for his direct thinking and eloquence, he was one of the most

**WALTER B. WEISENBURGER**

powerful spokesmen industry in this country has ever had because of his ability to combine eloquence with "down-to-earth" interpretation of complex economic problems.

His efficient direction of the NAM brought together the nation's best industrial minds to form the association's board of directors to formulate its policies. From scores of these prominent industrialists came warm tributes to his vision and accomplishments following the announcement of his death.

At the Dutch Reformed Church of Bronxville brief funeral servicies were held, with the following industrial executives serving as honorary pall bearers: W. B. Bell, president, American Cyanamid Co.; Earl Bunting, president, O'Sullivan Rubber Corp.; Lammot duPont, chairman of the board, E. I. duPont de Nemours & Co., Inc.; Walter D. Fuller, president, Curtis Publishing Co.; John Holmes, president, Swift & Co.; Ira Mosher, president, Ira Mosher Associates; J. Howard Pew, Sun Oil Co.; H. W. Prentis, Jr., president, Armstrong Cork Co.; Robert R. Wason, president, Manning, Maxwell & Moore, Inc., and William P. Witherow, president, Blaw-Knox Co.

Following the Bronxville services, the body was taken to Hannibal, Mo., near Mr. Weisenburger's birthplace, for burial. He is survived by his widow, a daughter and a son.

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**IRVING J. FLETCHER** was recently appointed to the newly created position of chief engineer of the product and development engineering section of the American Hardware Corporation. Mr. Fletcher leaves his position as factory manager of Corbin Lock Division, which he had held for seven years.

Frank L. Mathes, Jr., was appointed to succeed Mr. Fletcher in the Corbin Cabinet Lock post.

Mr. Fletcher was assistant factory manager and product engineer for ten

years before becoming factory manager. Previous to his affiliation with Corbin Cabinet Lock, he was associated in engineering capacities with the New York Telephone Co., and Fafnir Bearing Co. He is a graduate of the Sheffield Scientific School of Yale University.

Mr. Mathes has been assistant factory manager for the past three years. He was formerly associated with the Eagle Lock Company, Terryville.

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**THE MORNING AND AFTERNOON PROGRAM** for the Second Annual Management Conference sponsored by the Connecticut Chapters of the Society for the Advancement of Management, to be held on Thursday, September 25, 1947, at the Hotel Bond, Hartford, has been announced by Leon J. Dunn, general chairman.

The morning program, starting at 10:00 A. M., will be devoted to a discussion of the general problems of Job Evaluation. Richard S. MacKenzie, chief industrial engineer of the Atlantic Refining Co., Philadelphia, will serve as moderator, assisted by Professor Charles W. Lytle of New York University, who will discuss Trends in Job Evaluation Plans; Albert Ramond of Albert Ramond & Associates, Chicago, who will discuss the Installation of Job Evaluation Plans, and Robert M. Engberg of R. Wallace & Sons Mfg. Co., Wallingford, who will cover the Installation of a Job Evaluation Plan in a typical Connecticut plant.

The problem of fair and adequate performance rating will be featured at the afternoon session beginning at 2:00 P. M. Phil Carroll, Jr., widely known management consultant, will serve as moderator, assisted by Professor Marvin E. Mundel of Purdue University, who will discuss the Evolution of Time Study Techniques, William Gomberg, director of the management engineering department of the International Ladies' Garment Workers Union, who will cover the question of labor's attitude toward time study, and W. B. Wisecarver, head, time and methods study department of the Minneapolis-Honeywell Regulator Co., Minneapolis, who will talk on the Economic and Social Implications of Time Study to the Individual Plant and to Industry in general.

Following dinner at 6:30 P. M., an industrial executive will give a comprehensive report and summarize the general conference theme, "Management Perspectives in 1948."

# WORKERS DEFEND YOUR UNIONS

**The passing of the Taft-Hartley Bill is a serious blow against the workers. Never in the history of our country has such union busting legislation been passed, it aims to cripple the unions, and to keep them chained to the old parties in the 1948 elections.**

## IT'S A CHALLENGE TO YOU

**The workers must not give up the fight, and allow the feeling to creep into their ranks that nothing can be done about this Bill. This would be just what the Bosses want, and would give Big Business a free hand to put this country on the "road to fascism."**

## WHO'S RESPONSIBLE

**The Big Business interests and their Southern Bourbons wanted this law, to cut wages, smash the influence of labor in this country, and to make the workers pay for the coming depression, while they make super profits.**

**The Republican Party is their main support. Taft and Hartley, leaders of the Republican Party, are agents of Wall Street and the National Ass. of Mfrs. fighting against the workers interest.**

**The Democratic Party shares the responsibility. Except for Truman's veto message, his own strike-breaking policy in the railroad and mine strikes and asking for anti-labor laws, opened the door for the Republicans, plus the fact that no real measures were taken by Democratic leaders to rally enough of their party's votes to stop the Bill. Half of the Democratic Senators voted to override the veto.**

## THIRD PARTY

**The action of Big Business Puppets of both parties in Congress should arouse all Americans. The idea that the major parties in Congress represent the people is now a dangerous fiction. From this the road is clear, an independent people's party organized for the 1948 elections by the rank and file of our country.**

**Red-Baiting poison put over this Bill also. The clause aimed against the Communist is to introduce witch-hunting and thought-control in the shops. If unionists intend to defend their own rights, they must defend the rights of all intended victims of the Taft-Hartley Act.**

**EDITOR'S NOTE: The above is the actual wording of a "flyer" which was passed out recently by the Communist Party of Hartford. It is proof positive of the type of propaganda President Ingraham mentions in his editorial in this issue. Note the clever way of inciting hatred against business, Congress and both political parties.**

**IN RECOGNITION of 3,477,451 man-hours worked without lost-time injury, employees of the Bullet Unit, Remington Arms Company, Bridgeport, were recently presented with a certificate of merit.**

**J. A. Ketcham, left, chief supervisor of the Bullet Unit, is shown receiving the award from Asa P. Lombard, Jr., resident engineer for the Liberty Mutual Ins. Co.**

## A Practical Approach

*(Continued from page 12)*

of minor causes. The proper measure of correction in each case can be developed only by direct contact with the problem, so this phase of organizing can not be constructively discussed here. However, problems appear more difficult when viewed from a distance. It is surprising sometimes how simple they are of solution when earnest efforts are made to treat with them at close range.

A company that has been in business for any reasonable length of time will have some kind of system in effect. The established forms and procedures may cover only basic controls, or they may represent a complete system of planning and control which was partially abandoned for reasons previously stated. In any event, the company is not devoid of system. This observation is very important, for certain cautions should be observed when applying effective control where an ineffective one already exists. A costly mistake can be made by proceeding with the design and installation of an entirely new system without previous review of features of the existing system. A thorough investigation may indicate that an entirely new plan is desirable. Nevertheless, an honest appraisal of individual features in the existing system may disclose no need for an immediate drastic change.

The usual tendency is to seek solutions by complete change of system, even though the trouble may be in other areas. In the interest of results, it is well to keep the work of organizing as simple as possible. Broad changes are apt to defeat the purpose, or at best they will make installation appreciably more difficult. The reasoning here is that working habits have been formed by personnel who administer the system and by other organizational members affected. A degree of familiarity will have developed in the use of forms, records and procedures. Many of these habits will be found to coincide with good practice, consequently they should be retained by keeping temporarily intact those portions of the old system.

Organizing is concerned with the working habits of people; the retention of good habits and the correction of faulty ones. Although habits are troublesome at times, especially when we endeavor to change them, it is upon this faculty that a system depends for uniformity of operation. A system must grow firmly into the work habits of people before it takes on an aspect of permanency with procedures followed as a matter of course. This stage of development will be reached more quickly by avoiding unnecessary changes. Recognition of this will help appreciably to create a workable new system or to modify an old one. If a complete change is necessary, the desired result can be brought about more positively by gradual and continuous development.

When organizing a system of control, all efforts should be directed toward the end to be achieved. Enthusiasm should not foresake modest achievements in the quest of more brilliant accomplishments. If a system is burdened with many features to be established at one time, it will be committed to numerous ideals rather than to the initial purpose. Successful installation of a system, even in the simplest form, is sufficiently difficult to demand that the full attention of the organizer be consistently directed toward the purpose. When extra features are added, they incur extra hazards to success. The important matter is to achieve the intended result, and with that done the specific problem has been mastered. The other items of refinement may then be treated as separate projects.

### Conclusion

Manufacturing companies, engaged in the production of the same or closely allied products, enjoy very little process advantage over one another. Getting out in front of competition, and remaining there, requires the utilization of every available means to improve output, maintain quality, and operate on a low cost basis. In other words, the real margin of advantage is in the applied efficiency of management. Organized systems and procedures are aids to resourceful management, but will not, in themselves, compensate for the absence of that essential quality. They are the tools with which capable management accomplishes exceptional results, through more effective direction of its applied effort.

## Voices in Vinylite

*(Continued from page 14)*

full rotating speed in only 1/10 of a second! The modern light-beam indexer on both recorder and transcriber have further streamlined the SoundScriber System. This feature insures quick playback when the dictator is interrupted, and assures complete and accurate transcribing instructions for the secretary. These and other refinements have kept SoundScriber in its position of leadership in the electronic dictation machine industry.

In its modern fireproof factory, The SoundScriber Corporation is constantly at work to build into SoundScriber elements and features that will continue to assure user satisfaction. The latest in precision test equipment and quality control methods are employed to assure that each SoundScriber leaving the factory will give the maximum of service to the user.

Lincoln Thompson, SoundScriber's president, and his staff of competent engineers have expanded the technical "know-hows" which enabled them, back in 1940, to start the manufacture of a product which from its inception had a high degree of mechanical and electronic excellence. In pioneering this new art, the members of the SoundScriber engineering staff have had to design and build their own special test equipment to constantly study and improve their products.

SoundScriber is ably led by Lincoln Thompson, President; Herbert Gfroerer, Chairman of the Board and Executive Vice President; and Alan Crowell, Sales Manager. All are New Englanders, as are eight out of nine directors. And 79.07% of the company's stock is New England held.

The entire organization can take just pride in the accomplishment of the past seven years, and with uses for the equipment growing constantly, SoundScriber looks to the future with resolution and assurance.

## Carrying On With Conveyors

*(Continued from page 9)*

a hand truck with two or three pallets on it is pushed under the suspended containers. Then all the containers from source A are lowered onto the pallets; the same for source B, etc. After that the hand trucks are towed in a train to the storage area and stacked by a fork lift truck. (Inci-

**One of the Assembly Lines at SoundScriber**

dentally, sources of supply in each incoming shipment are assigned before arrival to one of the branch monorails so that all material from that source will be on the same monorail.)

Because of the tremendous floor load of the storage area it was decided that the economy to be gained by handling mechanically outweighed the advantage of processing by gravity. Moreover we decided that conveying upward in bulk after the containers had been opened was even more effective than conveying downward. That way we were not forced to group machines under an effective angle of flow from the previous operation. After being packaged and placed in shipping cartons the product is conveyed to the finished storage area. The result: a two-story building with 100% mechanical handling.

### Glass Breakage Reduced By Conveyor Use

In a glass factory where we did a complete conveyorization job, the main object was to get the glass up off the floor where it was piled chokingly. There was no other way to reduce the breakage of ware. Formerly the glass was moved by hand trucks from which it was constantly falling off and smashing. This was a tremendous loss since individual pieces were worth as much as $8 to $10. The new layout called for taking the material from the lehr and placing it on a moving belt which carried it from one to another of the various operations to be performed. Then the belt delivered the glassware to the packing department, ready for packing and shipping. By this means the breakage was brought down from about 16% to 4%. In addition, production rates were established on the various operations which showed a 30% saving in direct labor. At the same time the workers were earning an average bonus of about 20%.

**A VIEW of a system of belt, gravity, roller flight and overhead conveyors which reduce the travel distance of parts used in aircraft engine manufacture from over a mile to around 1,600 feet, or nearly 67%. The parts inventory was cut to 1/12 its former size, a reduction of 91%. Savings were said to have paid for the entire conveyor system in one week.**

### At Work in Textile Plant

We made an interesting conveyor installation in a textile mill. The textile finishing and packing departments numbered 3 foremen and 125 workers when we went in, including men to supply rolls of cloth to the 61 yarding machines, yarding machine operators, inspectors, tying girls, truckers, ticketers, clerks, etc. Between 400,000 and 500,000 yards were finished and packed every week. The company's regular moving lines kept in inventory amounted to over 8,000. In addition there were some 12,000 to 16,000 styles that moved intermittently. All this made for such an involved setup that it was with some trepidation that conveyors were considered.

Here was the former procedure. The yarder operator on each of the 61 yarding machines would place the yarded pieces on a table for inspectors to examine and label. After that two girls would tie the bolt and place it on a skid. Then the skid would remove the bolt to shading or other packing operators. The cost per yard under this method was $0.0068.

The first conveyor put in was long enough to take bolts from 11 yarding machines. But once this department was set up for line production these 11 machines were able to handle half the entire output of the plant. A second conveyor was installed to serve another line of 11 yarding machines, with the following results:

1. Instead of 61 yarding machines, only 22 were needed. (This freed much valuable floor space.)
2. 56 workers now took the place of 128, the surplus 72 being removed to other parts of the plant.
3. The cost per yard dropped from $0.0068 to $0.0022.

### Conveyors for Pacing

Sometimes a company puts in a conveyor and then does nothing more valuable with it than hang material on it to be moved from one operation to the next. The material has to be taken off when it arrives and stacked up to wait until somebody is ready to start working on it. Thus the company still has to use manufacturing space for storing or banking. The only net gain is that they don't have to have trucks pushing around the way they did before.

We would suggest a little soul searching on the part of every firm with a conveyor to make sure it is being used to the fullest extent. Has it been balanced off so as to pace the whole production line and assembly, or is it just a glorified materials handling system? With a balanced conveyor you don't have any stacking on floors or trucks. Your conveyor becomes your bank and your storage area. With the sequence of operations properly lined up your products do no unnecessary traveling, but march briskly and efficiently from one operation to the next.

As a final word, don't buy a conveyor for transportation. Buy it for pacing. Buy it for eliminating unnecessary motion. Once installed, it will cut down your work in process, make better use of your working space, reduce storage areas, straighten out flow lines. It will facilitate the final shipping of your goods and as a magic by-product of all this, cut down your cost of manufacture.

# INDUSTRIAL
## Relations — Law

By FREDRICK H. WATERHOUSE
*Counsel*

**THE HIGHLY PUBLICIZED** Taft-Hartley Bill is now fully effective, although differences of interpretation have developed concerning the controversial points. Like all bills of this character, it will take some time to secure the official judicial interpretations and to thereby determine its full effect and practical operation. It should have a very salutary effect in preserving the independence of the individual American workingman. He has seen his right to work and handle his own affairs gradually taken away from him through union domination and the inability of employers to combat the force which union leaders advocated and adopted. As employers are now prohibited from entering into contracts which would deprive employees of these individual rights, we may hope for a more compromising attitude on the part of union leaders. Hereafter they must sell their wares by quality and results rather than by force of an organized minority. If they can demonstrate value to the employees in the services which they render, they will undoubtedly grow and prosper. If they are dependent upon force and irresponsibility, features which are now denied them, they will probably divert their force and energy to an attempt to have the law declared invalid or ineffective. They appear to be given equal protection under the law, but for the first time are called upon to share equal responsibility. We trust this will have a wholesome effect on the entire labor-management problem.

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**THE U. S. DEPARTMENT** of Labor, Division of Labor Standards, has recently issued a pamphlet dealing with clean air (removal of dusts) which discusses the effects of air contamination on physical efficiency in considerable detail. The breaking down of solid matter into dust in industrial processes oftentimes taxes to the utmost the enormous powers of the nasal and throat passages to filter off and clear away such dust. The pamphlet deals with injurious dust, and also harmless dust, and makes recommendations concerning the engineering control of them. Since it has been found that the exposure to harmful dust, fumes, vapors and gases lowers physical efficiency in any industry and may cause serious illness or even fatalities, it is an ever-present problem calling for continuous consideration.

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**MANY QUESTIONS** have arisen concerning the application of the new Connecticut Fair Employment Practices Act and various company practices with regard to employment and promotion. What regulations will be issued from time to time by the Commission are of course uncertain, and will depend to a large extent on the conditions which develop if complaints arise and are determined to be well-founded. One of the things to be guarded against appears to be the danger of discriminating in favor of those who might be considered members of minority groups in an overzealous attempt to avoid accusations of discrimination against them. This obviously results in discrimination against someone else who is practically prevented from complaining by the fact that he belongs to a so-called majority group. If your past practices are based on job requirements and abilities, there is no need to change them, and you may be sure any accusation of discrimination will be dismissed. On the other hand, if you have not heretofore been discriminat-

*(Continued on page 40)*

# EMPLOYMENT NOTES

By JOHN P. AHERN

*Executive Assistant*

**THE GENERAL FOODS CORPORATION** in the field of salary administration has instituted a ten-man board to evaluate its management positions. Three members of the board are officials whose duties give them wide knowledge of position content, and the remaining seven are principal vice presidents of the corporation in whose organizations were 95% of the positions to be evaluated. Four vice presidents were members of the board of directors of the company.

These ten men, during the evaluation period, devoted every Friday morning for over four months to the work. The reception of the activity of the board was excellent on the part of managerial employees who realized the inherent responsibility these men had for the total success of their organizations. Managers also did not have the apprehension about such a group they might have toward an evaluation "expert."

While the above procedure is not recommended to Connecticut companies, the majority only a fraction the size of this giant corporation, an adaptation of the techniques used might be helpful in the light of their success. Bertram B. Warren, Executive Secretary of General Foods' managerial position evaluation board, delivered a paper on this subject at a recent Personnel Conference of the American Management Association.

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**ACCORDING TO** John P. Foley, Jr., of the Psychological Corporation of New York, the important criteria in salesman selection are as follows:

1. The salesman selection program should be constructed for and geared to the specific sales job or jobs. It is important to recognize at the outset that sales jobs differ from one company to another, just as production jobs differ. Sales jobs range all the way from the foot-in-the-door type of selling, which calls for a high degree of aggressiveness, to the sales-service job, in which technical knowledge of the product and its applications is the important thing. Some understanding, therefore, of the specific job specifications—the qualifications favorable to the successful performance of the particular job—represents the very cornerstone or foundation of any successful salesman selection program. Certainly, no one would ask a doctor to write a prescription without having had an opportunity to make a diagnosis. Asking a man to recommend a test or any other selection procedure is essentially the same thing. For this very reason, "canned" or "off-the-cuff" testing, without a knowledge of job specifications, is likely to result in misinformation in many cases.

2. A sound salesman selection program should be complete. It should make use of all the relevant techniques which have been scentifically developed for obtaining information about an applicant.

3. The program should be practical. It should be based not only upon a first-hand knowledge of the sales job, but also upon adequate familiarity and experience with various selection techniques in a range of sales situations. The possibilities as well as the limitations of the various techniques should be considered.

4. If at all possible, the program should be pre-tested. It should be tried out experimentally upon a group of applicants, or, as is more often the case, upon a group of salesmen currently employed by the organization in question. This is the only way in which the actual effectiveness or validity of the techniques can be determined.

5. The program should be properly installed. One or more people in

*(Continued on page 40)*

# EXPORT NEWS

By RICHARD F. AMES

*Export Manager*

**PRIME REASON** why many Connecticut exporters are not unduly alarmed over the export slump predicted by the Department of Commerce and other experts to set in during the last quarter of this year is that they have all along taken a realistic view of the nature of record sales they have enjoyed since the end of World War II. Dollar shortages have been expected even in the former lush Latin American markets and few people, if any, hold out any belief that exports can stay at their present high levels. But of the $16,000,000,000 of overseas trade the U. S. is to do this year, not all of that amount represents international pump priming by our government or the buying of gold for deposit at Fort Knox. Roughly eight billion dollars of this trade is being balanced by current imports so that 50% is good solid sales. This 50% represents nearly twice the volume of our best prewar high in any normal year.

It is this figure of "solid sales" rather than the over-all estimate of $16,000,000,000 that allows the old-time export man to consider that the future holds some prospect. In fact, the recent tightening of exchange and other import controls by so many foreign countries, despite temporary dislocations, is in effect a guarantee that dollar exchange will continue to be made available to purchase Connecticut made products by and large, as most of these commodities are classed as either "essential" or "necessary" to foreign economies.

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**WHAT PRIVATE U. S.** interests can do to assist in the development of more healthy economies abroad is pointed up by activity under way in Venezuela. A new subsidiary of Rockefeller's International Basic Economy Corporation, the Venezuela Basic Economy Corporation possessing $40,000,000 in U. S. capital will create new enterprises for the modernization of Venezuela's food industry and the checking of inflationary trends according to a release appearing in the Number 2 issue of Venezuela *Newsletter*.

While the new corporation is to be controlled by Nelson Rockefeller and his brothers, capital was subscribed to by a number of U. S. firms including Creole Petroleum Corporation which provided approximately $8,000,000 for the project. $5,000,000 is pledged by the Shell group in Venezuela and an additional $7,000,000 is to be made available by other oil companies with interests in the country.

The soil of Venezuela is rich, but for years little has been done to develop the agrarian economy. Few mechanized implements are in use and over-all production of farm products is stymied by the lack of food processing equipment and storage facilities. Thus, the cost of living has soared.

Rockefeller's plans call for not only the construction of food processing and storage facilities but the introduction of U. S. techniques as well. Among the first projects to be undertaken will be fisheries, powdered milk plants and facilities for more economic development of wholesale foods. Later on the Venezuelan government plans to institute related projects such as road building to facilitate the transportation of food products.

Industrial expansion, especially of U. S. oil company interests has created a serious dislocation of the population with attendant falling off of food products below current needs. Thus, food imports increasing the cost of living have brought about pressure for higher wages with the result that U. S. oil interests are banking on Rockefeller's program to ease the situation there.

# ACCOUNTING HINTS

**Contributed by the Hartford Chapter National Association of Cost Accountants to stimulate the use of better accounting techniques in industry.**

**RESEARCH, EXPERIMENTAL AND DEVELOPMENT COSTS:** Most progressive manufacturing concerns continuously maintain experimental, research and development departments. The innovations introduced by these departments add new selling points and maintain or advance the company's competitive standing. Occasionally a patentable idea is produced. The accounting treatment of the costs of such departments usually presents a problem as to their allocation between capital expenditures and current expense charges.

All expenditures incurred which can be directly attributed to the cost of obtaining or defending a patent should be capitalized and written off over its useful life. These would include governmental fees, legal fees, drawings, models and development and experimental costs applicable to the patent. Special expenditures for development of new products or of extraordinary character should be deferred pending their outcome. If the expenditures do not result in a patent, they should then be charged off as a loss.

On the other hand, annually recurring expenditures for research and product improvement of a general nature are a valid charge to ordinary operating expense. This does not mean that the ultra-conservative policy of charging off all expenditures for development, experimentation and research should be adopted. The fallacy of this position was well illustrated during the excess-profits tax years when some companies went back and capitalized as much for these previously deducted expenditures as could possibly be allocated to patents in order to obtain a higher invested capital credit.

Where the business is engaged in extensive experimentation and research, the distinction between capital and ordinary expenditures can only be made by a careful segregation of the expenditures contributing to patented products based on sound discretion and experienced business judgment. The dividing line has not and cannot be defined by statute or formula.

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**DISTRIBUTION COSTS:** Developments in the field of distribution cost accounting and control are inevitable. If we are to have the greatly expanded production represented by 60 million jobs and a 160 billion national income, distribution of goods and services will be correspondingly expanded. High distribution costs have been under fire for years, and criticism of their amount and the ways in which the money is spent is on the increase.

The necessity for intensive research and experiment in marketing methods and for the most careful control of marketing costs is obvious. However, control of costs does not necessarily mean their reduction in the over-all sense, though unit costs may well be reduced. What is really required is that constant vigilance be exercised to make certain that distribution dollars are spent wisely and effectively. The traditional feud between the accounting department and the sales department should be replaced by a common endeavor to be of mutual assistance. No progress will be made if the accountants' motto is merely "Cost Reduction" or if the slogan of the sales department is "Volume at Any Price."

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**HARTFORD CHAPTER N.A.C.A. STARTS ITS TWENTY-FIFTH YEAR:** Monthly meetings will be resumed on Tuesday evening, September 16, at the Indian Hill Country Club, Newington, with dinner at 6:30 P. M. followed by an eminent speaker whose subject will be "Twenty-Five Years of Cost Accounting Progress." Business executives and accountants are invited.

# PURCHASING NOTES

**Contributed by the Purchasing Agents Association of Connecticut, Inc., affiliated with the National Association of Purchasing Agents.**

## World Copper Production and Reserves

COPPER is found in many ores and is often associated with other metals such as lead, zinc, nickel, molybdenum and gold. It occurs in the form of sulphides, oxides and free or native copper. The copper content varies greatly in different ores. Modern extraction methods make it possible profitably to work ores of 1 or 2% copper content especially where other materials are present, the value of which, added to the copper recovered, makes it possible to mine and process as high as 70 to 100 tons of ores for each ton of copper produced.

Copper is found in most countries but known deposits of commercial value generally are not found in the principal consuming countries other than the United States. Great Britain and Continental Europe (other than Russia whose production is not known) produce less than one-fifth of their normal needs, whereas South America and Africa have the largest known reserves now in sight and produce many times the quantity of copper they consume. This fact makes copper, like petroleum, one of the important raw materials involved in international conferences.

Known commercial copper reserves of the world as of January 1, 1945, have been estimated at 111,000,000 short tons of recoverable copper of which about half is in South America and Africa, some 29,000,000 tons in the United States and the balance widely scattered. Three nationalities control nearly 83% of the world copper reserves.

Twenty-six and forty-eight hundredths per cent of world reserves are controlled by British nationals indicating a sharper separation of interest between American and British producers than actually exists for the reason that Americans hold substantially minority interests in both Canadian and South African companies whose reserves are here listed as British. In fact, the interconnecting relationships between international interests through direct financial relations, interlocking directors, or less directly, through large commercial banks, investment houses and industrial consumers in the United States and in foreign countries, are such as to indicate that five groups are in a dominating position with reference to the production and price policies of more than 60% of the world's production of primary copper.

According to the American Bureau of Metal Statistics, the production of primary copper by the four leading producing countries, for the three years 1943-1945, averaged 2,174,000 tons annually. At this rate it would appear that the world's present total estimated commercially workable reserves, estimated at 111,000,000 tons, may become exhausted in about 51 years. The reserves of the four largest producing countries account for about 94% of the world's reserves, and they produce in about the same proportion. The showings for the profitable life of these operations, based on production for the years 1943-1945, are as tabulated below.

From this it would appear that, at the wartime rate of production, which may or may not be needed in peacetime, though likely to be approximated at least for a time, the United States, still the world's largest producing country, may exhaust its present workable reserves in less than 30 years. Some estimates place the period of exhaustion of the highest grade ores as low as ten years. Canada may exhaust its reserves in a little more than 30 years; Chile in something like 50 years, and Rhodesia, the newest producing area, in about 86 years.

| Country | Average Production 1943-45 (tons) | Estimated Reserves (tons) | Life of Reserves |
|---|---|---|---|
| U. S. | 1,057,000 | 29,220,000 | 27.6 |
| Chile | 549,600 | 25,900,000 | 47.1 |
| Rhodesia | 246,000 | 21,117,000 | 85.8 |
| Canada | 244,800 | 7,735,000 | 31.6 |
| Total | 2,097,400 | 83,972,000 | 40.0 |

These estimates are all based on maintained world production of something over 2,000,000 tons annually. The estimates are also based on known reserves workable at world prices of 15 cents or less per pound. New reserves may be discovered even in the older producing countries and increase of price would undoubtedly prolong the life of the industry, especially in the older areas, by making it possible to work lower grade ores. Even so, the outlook is not encouraging for long continued world production of 2,000,000 or more tons of copper annually from presently known workable reserves.

Aside from copper used in chemical manufacture, normally representing less than 10% of the raw copper consumed, the bulk of copper consumed is embodied in capital and consumer goods from which at least 60% may be recovered after the goods have been worn out or become obsolete. Copper and brass "junk," therefore, constitutes what has been characterized as a mine of copper above ground that has grown steadily in importance with increased use of copper.

This source of copper supply is variable and somewhat unpredictable. The chance of an increase in price may cause junk dealers to withhold secondary copper from the market for a time and periods of sustained high prices tend to bring it on the market in large volume. Also in periods of industrial depression and low prices the production of secondary copper is affected less than mine production, possibly because labor to assemble and reclaim it in junk yards and elsewhere is plentiful and cheap. "Scrap," as discussed in this report, refers only to old reclaimed copper and the copper content of junk brass, bronze, etc.; it does not apply to mill trimmings, borings, etc., developed from processing operations. Process scrap constantly recirculates within the industry and does not add to the net supply of copper from a statistical viewpoint.

## Employment Notes

*(Continued from page 36)*

the company should be trained in the use of the recommended procedures. Otherwise, the company may find itself unable to utilize the techniques once those who originally installed them have left its employ.

6. Finally, the program should be kept up to date. Periodic checks should be made to insure its continued effectiveness. Especially should such checks be made with respect to the salesman's performance in the field, since this is the final criterion of his value to the company. Such a follow-through will yield results of increasing benefit to the Selection program.

## Industrial Relations—Law

*(Continued from page 35)*

ing in any manner prohibited by the Act, but you nevertheless change your practices to avoid the possibility of accusation of discrimination, you are unfair to the person whose qualifications recommend him for the job but whom you turn down in favor of another because you are afraid of an unfounded accusation. If you have any question about your past practices or wish to discuss your present policy, we shall be glad to hear from you.

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**THE NATIONAL PLANNING ASSOCIATION** is looking into "the causes of industrial peace under collective bargaining." This is a new approach and the interesting feature seems to be that there is a need for affirmative determining of causes for peace. The impression seems to be quite general that collective bargaining and peace are incompatible. It may be that this has been brought about through the attitude of many union leaders that unless they appear to be fighting with management at all times they are subject to the accusation of having been bought out. However, the National Planning Association, and possibly the public at large, appears somewhat surprised that there is so much industrial peace even in those plants where there is collective bargaining. The general impression seems to be that such peace exists in spite of rather than because of collective bargaining. We sincerely hope that if the "causes" are uncovered they will be encouraged and not criticized.

# IT'S MADE IN CONNECTICUT

**EDITOR'S NOTE: This department, giving a partial list of peace-time products manufactured in Connecticut by company, seeks to facilitate contacts between prospective purchasers in domestic or foreign markets and producers. It includes only those listings ordered by Connecticut producers. Interested buyers may secure further information by writing this department.**

(Advertisement)

**Accounting Forms**
Baker Goodyear Co The — New Haven

**Accounting Machines**
Underwood Corporation — Bridgeport

**Adding Machines**
Underwood Corporation — Bridgeport

**Advertising Specialties**
H C Cook Co The 32 Beaver St — Ansonia
Waterbury Companies Inc — Waterbury

**Aero Webbing Products**
Russell Mfg Co — Middletown

**Air Compressors**
Spencer Turbine Co The — Hartford

**Air Conditioning**
Home Heating Service Inc (forced air heating units, oil fired) — South Norwalk

**Aircraft**
Chance Vought Aircraft Division United Aircraft Corporation (airplanes) — Stratford
Sikorsky Aircraft Division United Aircraft Corporation (helicopters) — Bridgeport

**Aircraft Accessories**
Chandler Evans Corp (aircraft carburetors, fuel pumps, water pumps & Protek plugs) — West Hartford
Warren McArthur Corp (Airplane Seatings) — Bantam

**Aircraft Electrical Testing Equipment**
United Advertising Corp, Electrical Division — New Haven

**Aircraft—Repair & Overhaul**
Airport Department Pratt & Whitney Aircraft Division — Rentschler Field East Hartford
United Airports Div United Aircraft Corp — Rentschler Field East Hartford

**Aircraft Tubes**
American Tube Bending Co Inc — New Haven

**Air Ducts**
Wiremold Co The (Retractable) — Hartford

**Airplanes**
Chance-Vought Aircraft Div United Aircraft Corp — Stratford

**Aluminum Castings**
Eastern Malleable Iron Company The — Naugatuck
Newton-New Haven Co 688 Third Avenue — West Haven

**Aluminum Forgings**
Scovill Manufacturing Company — Waterbury 91

**Aluminum Goods**
Waterbury Companies Inc — Waterbury

**Aluminum Ingots**
Lapides Metals Corp — New Haven

**Aluminum Lasts**
Shoe Hardware Div U S Rubber Company — Waterbury

**Aluminum—Sheets & Coils**
United Smelting & Aluminum Co Inc — New Haven

**Ammunition**
Remington Arms Co Inc — Bridgeport
Winchester Repeating Arms Company Division Olin Industries Inc — New Haven

**Anodizing**
Conn Metal Finishing Co — Hamden

**Apparel Fabrics—Woolen & Worsted**
Broad Brook Company — Broad Brook

**Artificial Leather**
Permatex Fabrics Corp The — Jewett City
Zapon Div Atlas Powder Co — Stamford

**Asbestos**
Auburn Manufacturing Company The (gaskets, packings, wicks) — Middletown
Raybestos Div of Raybestos-Manhattan Inc The (brake linings, clutch facings, sheet packing and wick) — Bridgeport
Rockbestos Products Corp (insulated wire, cable and cords) — New Haven

**Asbestos & Rubber Packing**
Colt's Manufacturing Company — Hartford

**Assemblies—Small**
Greist Manufacturing Co The — New Haven
Han-Dee Spring and Manufacturing Co The (Small) — Hartford
Wallace Barnes Co The Div Associated Spring Corp — Bristol

**Auto Cable Housing**
Wiremold Company The — Hartford

**Automatic Control Instruments**
Bristol Co The (temperature, pressure, flow, humidity, time) — Waterbury

**Automobile Accessories**
Kilborn-Sauer Company (lights and other accessories) — Fairfield
Raybestos Div of Raybestos-Manhattan Inc The (brake lining, rivet brass, clutch facings, packing) — Bridgeport

**Automotive Friction Fabrics**
Russell Mfg Co The — Middletown

**Automotive Parts**
Eis Manufacturing Co (Hydraulic and Mechanical) — Middletown

**Automotive & Service Station Equipment**
Raybestos Div of Raybestos-Manhattan Inc The (brake service machinery) — Bridgeport
Scovill Manufacturing Company (Canned Oil Dispensers) — Waterbury 91

**Automotive Tools**
Eis Manufacturing Company — Middletown

**Bakelite Moldings**
Waterbury Companies Inc — Waterbury
Watertown Mfg Co The — Watertown

**Bakery Ovens**
American Machine & Foundry Co — New Haven

**Balls**
Abbott Ball Co The (steel bearing and burnishing) — Hartford
Hartford Steel Ball Co The (steel bearing and burnishing, brass, bronze, monel, stainless aluminum) — Hartford

**Banks**
Hall Mfg Co (dime and combination) — Ansonia

**Barrels**
Abbott Ball Co The (burnishing and tumbling) — Hartford
Hartford Steel Ball Co The (tumbling) — Hartford

**Bathroom Accessories**
Autoyre Company The — Oakville
Charles Parker Co The — Meriden

**Bath Tubs**
Dextone Company — New Haven

**Bearings**
Fafnir Bearing Co (ball) — New Britain
New Departure Div of General Motors (ball) — Bristol
Norma-Hoffmann Bearings Corp (ball and roller) — Stamford

**Bellows**
Bridgeport Thermostat Company Inc (metallic) — Bridgeport

**Bellows Assemblies**
Bridgeport Thermostat Company Inc — Bridgeport

**Bellows Shaft Seal Assemblies**
Bridgeport Thermostat Company Inc — Bridgeport

**Bells**
Bevin Brothers Mfg Co — East Hampton
Gong Bell Co The — East Hampton
Gaynor Electric Company Inc (and buzzers) — Bridgeport
N N Hill Brass Co The — East Hampton

**Belt Fasteners**
Saling Manufacturing Company (patented self-aligning) — Unionville

**Belting**
Hartford Belting Co — Hartford
Russell Mfg Co The — Middletown
Thames Belting Co The — Norwich

**Benches**
Charles Parker Co The (piano) — Meriden

**Bends—Pipe or Tube**
National Pipe Bending Co The — 160 River St New Haven

**Bent Tubing**
American Tube Bending Co Inc — New Haven

**Bicycle Coaster Brakes**
New Departure Div General Motors Corp — Bristol

**Bicycle Sundries**
New Departure Div General Motors Corp — Bristol

**Binders Board**
Colonial Board Company — Manchester

**Biological Products**
Ernst Bischoff Company Inc — Ivoryton

**Blacking Salts for Metals**
Mitchell-Bradford Chemical Co — Bridgeport

**Blades**
Capewell Manufacturing Company Metal Saw Division (hack saw and band saw) — Hartford

**Bleaching, Dyeing, Printing & Finishing**
Glasgo Finishing Co The — Glasgo
United States Finishing Company The (textile fabrics) — Norwich

**Blocks**
Howard Company (cupola fire clay) — New Haven

**Blower Fans**
Colonial Blower Company — Hartford
Connecticut Blower Company — Hartford
Spencer Turbine Co The — Hartford

**Blower Systems**
Colonial Blower Company — Hartford
Connecticut Blower Company — Hartford
L R Mfg Div of The Ripley Co — Torrington

**Blueprints and Photostats**
Joseph Merritt & Co — Hartford

**Boilers**
Bigelow Co The — New Haven
Petroleum Heat & Power Co (domestic only) — Stamford

**Bolts & Nuts**
Blake & Johnson Co The (nuts, machine screw-bolts, stove) — Waterville
Clark Brothers Bolt Co — Milldale
O K Tool Co Inc The (T-Slot) — 33 Hull St Shelton

**Bonderizing**
Clairglow Mfg Company — Portland
Leeds Electric and Mfg Co The — Hartford

**Bouillon Cubes**
Maggi Co Inc (Maggi's) — New Milford

**Box Board**
Lydall & Foulds Paper Co The — Manchester
National Folding Box Co — New Haven
New Haven Pulp & Board Co — New Haven
Robertson Paper Box Co — Montville
Robert Gair Co — Portland

**Boxes**
Clairglow Mfg Company (metal) — Portland
Folding Cartons Incorporated (paper, folding) — Manchester
Merriam Mfg Co (steel cash, bond, security, fitted tool and tackle boxes) — Durham
Robert Gair Co (corrugated and solid fibre shipping containers) — Portland

**Boxes & Crates**
City Lumber Co of Bridgeport Inc The — Bridgeport

**Boxes—Paper—Folding**
Atlantic Carton Corp — Norwich
Bridgeport Paper Box Co — Bridgeport
Carpenter-Hayes Paper Box Co Inc The — East Hampton
M S Dowd Carton Co — Hartford
National Folding Box Co (paper folding) — New Haven
New Haven Pulp & Board Co The — New Haven
Robertson Paper Box Co — Montville
Robert Gair Co — Portland
S Curtis & Son Inc — Sandy Hook
Warner Brothers Company The — Bridgeport

**Boxes—Paper—Setup**
Bridgeport Paper Box Co — Bridgeport
Heminway Corporation The — Waterbury

**Brake Cables**
Eis Manufacturing Co — Middletown

**Brake Linings**
Colt's Manufacturing Company — Hartford
Raybestos Div of Raybestos-Manhattan Inc The (automotive and industrial) — Bridgeport
Russell Mfg Co The — Middletown

**Brake Service Parts**
Eis Manufacturing Co — Middletown

**Brass and Bronze**
American Brasss Co The (sheet, wire, rods, tubes) — Waterbury
Bristol Brass Corp The (sheet, wire, rods) — Bristol
Chase Brass & Copper Co — Waterbury
Miller Company The (phosphor bronze and brass in sheets, strips, rolls) — Meriden
Scovill Manufacturing Company — Waterbury 91
Thinsheet Metals Co The (sheets and rolls) — Waterbury

**Brass & Bronze Ingot Metal**
Whipple and Choate Company The — Bridgeport

(Advt.)

**Brass Goods**
Rostand Mfg Co The (Ecclesiastical Brass Wares) Milford
Scovill Manufacturing Company (To Order) Waterbury 91
Waterbury Companies Inc (to order) (small sheet metal parts) Waterbury
Winchester Repeating Arms Company Division Olin Industries Inc New Haven

**Brass Mill Products**
Bridgeport Brass Co Bridgeport
Chase Brass & Copper Co Waterbury
Scovill Manufacturing Company Waterbury 91

**Brass Stencils—Interchangeable**
Fletcher Terry Co The Box 415, Forestville

**Brass Wall Plates**
Gaynor Electric Company Inc Bridgeport

**Brick—Building**
Donnelly Brick Co The New Britain

**Bricks—Fire**
Howard Company New Haven

**Broaching**
American Standard Co Plantsville
Hartford Special Machinery Co The Hartford

**Brooms—Brushes**
Fuller Brush Co The Hartford

**Buckles**
B Schwanda & Sons Staffordville
G E Prentice Mfg Co The Kensington
Hatheway Mfg Co The (Dee Rings) Bridgeport
Hawie Mfg Co The Bridgeport
John M Russell Mfg Co Inc Naugatuck
Patent Button Co The Waterbury
Shoe Hardware Div U S Rubber Company (footwear, clothing and strap) Waterbury
Waterbury Companies Inc Waterbury

**Buffing & Polishing Compositions**
Apothecaries Hall Co Waterbury
Lea Mfg Co Waterbury

**Buffing Wheels**
Williamsville Buff Mfg Co The Danielson

**Buttons**
B Schwanda & Sons Staffordville
Colt's Manufacturing Company Hartford
L C White Company The Waterbury
Frank Parizek Manufacturing Co The West Willington
Patent Button Co The Waterbury
Scovill Manufacturing Company (Uniform and Tack Fasteners) Waterbury 91
Waterbury Companies Inc Waterbury

**Cabinets**
Charles Parker Co The (medicine) Meriden

**Cabinet Work**
Hartford Builders Finish Co Hartford

**Cages**
Andrew B Hendryx Co The (bird and animal) New Haven

**Cams**
Hartford Special Machinery Co The Hartford
Rowbottom Machine Company Inc Waterbury

**Canvas Products**
F B Skiff Inc Hartford

**Capacitors**
Electro Motive Mfg Co Inc The (mica & trimmer) Willimantic

**Card Clothing**
Standard Card Clothing Co The (for textile mills) Stafford Springs

**Carpets and Rugs**
Bigelow-Sanford Carpet Co Thompsonville

**Carpet Lining**
Palmer Brothers Co Fitchville

**Casket Trimmings**
Bridgeport Casket Hardware Co The Bridgeport

**Casters**
Bassick Company The (Industrial and General) Bridgeport

**Casters—Industrial**
George P Clark Co Windsor Locks

**Castings**
Bradley & Hubbard Mfg Co The (grey iron, brass, bronze, aluminum) Meriden
Charles Parker Co The (gray iron) Meriden
Eastern Malleable Iron Company The (malleable iron, Z metal and alloy) Naugatuck
Gillette-Vibber The (grey iron, brass, bronze, aluminum, also Bronze Bushing Stock) New London
John M Russell Mfg Co Inc (brass, bronze and aluminum) Naugatuck
Malleable Iron Fittings Co (malleable iron and steel) Branford
McLagon Foundry Co (gray iron) New Haven
Newton-New Haven Co (zinc and aluminum) 688 Third Ave West Haven
Philbrick-Booth & Spencer Inc (grey iron) Hartford
Scovill Manfacturing Company (Brass & Bronze) Waterbury 91
Sessions Foundry Co The (gray iron) Bristol
Union Mfg Co (gray iron) New Britain
Waterbury Foundry Company The (highway & sash weights) Waterbury
Wilcox Crittenden & Co Inc (gray iron and brass) Middletown

**Castings—Permanent Mould**
Bradley & Hubbard Mfg Co The (zinc and aluminum) Meriden

**Centrifugal Blower Wheels**
Torrington Manufacturing Co The Torrington

**Chain**
John M Russell Mfg Co Inc Naugatuck

**Chain—Welded and Weldless**
Bridgeport Chain & Mfg Co Bridgeport

**Chain—Bead**
Bead Chain Mfg Co The Bridgeport

**Chartered Coach Service**
Connecticut Company The (excursions a specialty) New Haven

**Chemicals**
American Cynamid & Chemical Corp Waterbury
Apothecaries Hall Co Waterbury
Edcan Laboratories South Norwalk
Macalaster Bicknell Company New Haven
MacDermid Incorporated Waterbury

**Cherries**
John Magee & Co Incorporated Saybrook

**Chromium Plating**
Chromium Corp of America Waterbury
Chromium Process Company The Shelton

**Chucks**
Cushman Chuck Co The Hartford

**Chucks & Face Plate Jaws**
Union Mfg Co New Britain

**Clay**
Howard Company (Fire Howard "B" and High Temperature Dry) New Haven

**Cleansing Compounds**
MacDermid Incorporated Waterbury

**Clock Mechanisms**
Lux Clock Mfg Co The Waterbury

**Clocks**
Seth Thomas Clocks Thomaston
United States Time Corporation The Waterbury

**Clocks—Alarm**
Lux Clock Mfg Co The Waterbury
New Haven Clock and Watch Co The (spring & electric) New Haven
William L Gilbert Clock Corporation The Winsted

**Clocks—Automatic Cooking**
Lux Clock Mfg Co The Waterbury

**Clutch Facings**
Russell Mfg Co The Middletown

**Clutch—Friction**
Raybestos Div of Raybestos-Manhattan Inc The (clutch facings—molded, woven, fabric, metallic) Bridgeport

**Coils—Pipe or Tube**
National Pipe Bending Co The 160 River St New Haven

**Coinmaster Products**
Hall Mfg Co Ansonia

**Comfortables**
Palmer Brothers Co Fitchville

**Commercial Heat Treating**
A F Holden Company The 52 Richard St West Haven

**Communication Equipment**
Airadio Incorporated (aircraft, marine, intra-facility) Stamford

**Compressors**
Norwalk Company Inc (high pressure air and gas) South Norwalk

**Concrete Products**
Plasticrete Corp Hamden

**Condensers**
Airadio Incorporated (variable) Stamford

**Cones**
Sonoco Products Co (Climax-Lowell Div) (Paper) Mystic

**Consulting Engineers**
Stanley P Rockwell Co Inc The (Consulting) 296 Homestead Ave Hartford

**Contract Machining**
Malleable Iron Fittings Company Branford

**Contract Manufacturers**
Greist Mfg Co The (metal parts and assemblies) 503 Blake St New Haven
Merriam Mfg Co (production runs—metal boxes and containers to specifications) Durham
Scovill Manufacturing Company (Metal Parts and Assemblies) Waterbury 91
Waterbury Companies Inc Waterbury

**Controllers**
Manning Maxwell & Moore Inc Bridgeport

**Conveyor Systems**
Leeds Electric and Mfg Co The Hartford

**Copper**
American Brass Co The (sheet, wire, rods tubes) Waterbury
Bristol Brass Corp The (sheet) Bristol
Chase Brass & Copper Co (sheet, rod, wire, tube) Waterbury
Thinsheet Metals Co The (sheets and rolls) Waterbury

**Copper Sheets**
New Haven Copper Co The Seymour

**Copper Shingles**
New Haven Copper Co The Seymour

**Copper Water Tube**
Bridgeport Brass Co Bridgeport

**Cork Cots**
Sonoco Products Co (Climax-Lowell Div) Mystic

**Corrugated Box Manufacturers**
Danbury Square Box Co The Danbury

**Corrugated Shipping Cases**
Connecticut Corrugated Box Div Robert Gair Co Inc Portland
D L & D Container Corp 87 Shelton Ave New Haven

**Cosmetic Containers**
Eyelet Specialty Co The Waterbury

**Cosmetics**
J B Williams Co The Glastonbury
Northam Warren Corporation Stamford

**Cotton Batting & Jute Batting**
Palmer Brothers Co Fitchville

**Cotton Yarn**
Floyd Cranska Co The Moosup

**Counting Devices**
Veeder-Root Inc Hartford

**Cut Stone**
Dextone Co The New Haven

**Cutters**
American Standard Co (special) Plantsville
Barnes Tool Company The (pipe cutters, hand) New Haven
O K Tool Co Inc The (inserted tooth milling) 33 Hull St Shelton
Standard Machinery Co The (rotary board, single and duplex) Mystic

**Delayed Action Mechanism**
M H Rhodes Inc Hartford
R W Cramer Company Inc The Centerbrook

**Dental Gold Alloys**
J M Ney Company The Hartford

**Diamonds—Industrial**
Diamond Tool and Die Works Hartford

**Dictating Machines**
Dictaphone Corporation Bridgeport
Gray Manufacturing Company The Hartford
Soundscriber Corporation The New Haven

**Die & Tool Makers**
Parsons Tool Inc New Britain

**Die Castings**
Newton-New Haven Co Inc 688 Third Ave West Haven

**Die Casting Dies**
ABA Tool & Engineering Co Manchester
Weimann Bros Mfg Co The Derby

**Die Castings (Aluminum & Zinc)**
Corbin Cabinet Lock Div American Hardware Corp New Britain

**Die-Heads—Self Opening**
Eastern Machine Screw Corp The Truman & Barclay Sts New Haven
Geometric Tool Co The New Haven

**Dies**
American Standard Co Plantsville
Hoggson & Pettis Mfg Co The 141 Brewery St New Haven
Parker Stamp Works Inc The (for plastics and die castings) Hartford

**Dish Washing Machines**
Colt's Manufacturing Company Hartford

**Disk Harrows**
Orkil Inc—Cutaway Harrow Division Higganum

**Door Closers**
P & F Corbin Division The American Hardware Corp New Britain
Yale & Towne Manufacturing Company The Stamford

**Dowel Pins**
Allen Manufacturing Co The Hartford

**Drafting Accessories**
Joseph Merritt & Co Hartford

**Draperies**
Palmer Brothers Co Fitchville

**Drilling Machines**
Henry & Wright Manufacturing Company The (sensitive) Hartford

**Drop Forgings**
Atwater Mfg Co Plantsville
Blakeslee Forging Co The Plantsville
Bridgeport Hdwe Mfg Corp The Bridgeport
Canewell Mfg Company Hartford
Wilcox Crittenden & Co Inc Middletown

**Druggists' Rubber Sundries**
Goodyear Rubber Sundries Inc (Guardian "Plasti-Cleer," baby pants, crib sheets & bibs, household aprons, raincoats, scarves & hoods, shower curtains, etc.) New Haven
Seamless Rubber Company The New Haven

**Dust Collecting Systems**
Connecticut Blower Company Hartford

**Edged Tools**
Collins Co The (axes and other edged tools) Collinsville

**Elastic Webbing**
Russell Mfg Co The Middletown

# IT'S MADE IN CONNECTICUT

**Electric Appliances**
Silex Co The 80 Pliny St Hartford

**Electric Cables**
Rockbestos Products Corp (asbestos insulated) New Haven

**Electric Circuit Breakers**
Trumbull Electric Mfg Co The Plainville

**Electric—Commutators & Segments**
Cameron Elec Mfg Co The (rewinding motors) Ansonia

**Electric Cord & Cord Sets**
Accurate Insulated Wire Corp New Haven

**Electric Cords**
Rockbestos Products Corp (asbestos insulated) New Haven

**Electric Eye Control**
United Cinephone Corporation Torrington

**Electric Fixture Wire**
Rockbestos Products Corp (asbestos insulated) New Haven

**Electric Hand Irons**
Winsted Hardware Mfg Co (trade mark "Durabilt") Winsted

**Electric Insulation**
Case Brothers Inc Manchester
Rogers Corporation The Manchester

**Electric Panel Boards**
Federal Electric Products Co Inc Hartford
Trumbull Electric Mfg Co The Plainville

**Electric Safety Switches**
Federal Electric Products Co Inc Hartford
Trumbull Electric Mfg Co The Plainville

**Electric Signs**
United Advertising Corp New Haven

**Electric Time Controls**
R W Cramer Company Inc The Centerbrook

**Electric Timepieces**
New Haven Clock and Watch Co The (automobile and alarm) New Haven

**Electric Wire**
Rockbestos Products Corp (asbestos insulated) New Haven

**Electrical Circuit Breakers**
Federal Electric Products Co Inc Hartford

**Electrical Conduit Fittings & Grounding Specialties**
Gillette-Vibber Company The New London

**Electrical Control Apparatus**
Federal Electric Products Co Inc Hartford
Trumbull Electric Mfg Co The Plainville

**Electrical Goods**
A C Gilbert Co New Haven

**Electrical Motors**
U S Electrical Motors Inc Milford

**Electrical Recorders**
Bristol Co The Waterbury

**Electrical Relays and Controls**
Allied Control Co Plantsville

**Electronic Equipment**
Airadio Incorporated Stamford

**Electronics**
Crystal Research Laboratories Inc Hartford
Gray Manufacturing Company The Hartford
United Cinephone Corporation Torrington

**Electroplating**
National Sherardizing & Machine Co Hartford
Waterbury Plating Company Waterbury

**Electroplating—Equipment & Supplies**
Enthone Inc New Haven

**Electrotypes**
W T Barnm & Co Inc (all classes) New Haven

**Elevators**
Eastern Machinery Co The (passenger and freight) New Haven
General Elevator Service Co Hartford

**Enameling**
Conn Metal Finishing Co Hamden
Leeds Electric and Mfg Co The (including wrinkle finishes) Hartford
Waterbury Plating Company Waterbury

**Enameling and Finishing**
Clairglow Mfg Co Portland

**Engines**
Pratt & Whitney Aircraft Div United Aircraft Corp (aircraft) East Hartford
Wolverine Motor Works Inc (diesel stationary marine) Bridgeport

**Envelopes**
Curtis 1000 Inc Hartford
United States Envelope Company, Hartford Division Hartford

**Extractors—Tap**
Walton Company The 94 Allyn St Hartford

**Eyelets**
Chromium Process Company The Shelton
L C White Company The Waterbury
Platt Bros & Co The P O Box 1030 Waterbury
Plume & Atwood Mfg Co The Waterbury
Scovill Manufacturing Company Waterbury 91
Waterbury Companies Inc Waterbury

**Fasteners—Slide & Snap**
G E Prentice Mfg Co The Kensington
Scovill Manufacturing Company (Snap) Waterbury 91

**Felt**
Auburn Manufacturing Company The (mechanical, cut parts) Middletown

**Felt—All Purpose**
American Felt Co (Mills & Cutting Plant) Glenville

**Ferrules**
Waterbury Companies Inc Waterbury

**Fibre Board**
Case Brothers Inc Manchester
C H Norton Co The North Westchester
Rogers Corporation (Specialty) Manchester

**File Cards**
Standard Card Clothing Co The Stafford Springs

**Film Spools**
Watkins Manufacturing Co Inc Milford

**Finger Nail Clippers**
H C Cook Co The 32 Beaver St Ansonia

**Firearms**
Colt's Manufacturing Company Hartford
Remington Arms Co Inc Bridgeport
Winchester Repeating Arms Company Division Olin Industries Inc New Haven

**Fire Hose**
Fabrics Fire Hose (municipal and industrial) Sandy Hook

**Fireplace Goods**
American Windshield & Specialty Co The 881 Boston Post Road Milford
John P Smith Co The (screens) 423-33 Chapel St New Haven

**Fireproof Floor Joists**
Dextone Co The New Haven

**Fireworks**
M Backes' Sons Inc Wallingford

**Fishing Tackle**
Bevin-Wilcox Line Co The (lines) East Hampton
H C Cook Co The 32 Beaver St Ansonia
Horton Mfg Co The (reels, rods, lines) Bristol
Jim Harvey Div Local Industries Inc (nets, lures) Lakeville

**Flashlights**
Winchester Repeating Arms Company Division Olin Industries Inc New Haven

**Flashlights and Radio Batteries**
Wichester Repeating Arms Company Division Olin Industries Inc New Haven

**Floor & Ceiling Plates**
Beaton & Cadwell Mfg Co The New Britain
Gaynor Electric Company Inc Bridgeport

**Fluorescent Lighting Equipment**
Vanderman Manufacturing Co The Willimantic
Wiremold Company The Hartford

**Forgings**
Clark Brothers Bolt Co Milldale
Heppenstall Co (all kinds and shapes) Bridgeport
Scovill Manufacturing Company (Non-ferrous) Waterbury 91

**Foundries**
Sessions Foundry Co The (iron) Bristol
Union Mfg Co (gray iron) New Britain
Wilcox Crittenden & Co Inc (iron, brass, aluminum and bronze) Middletown

**Foundry Riddles**
John P Smith Co The 423-33 Chapel St New Haven
Rolock Inc (brass, galvanized, steel) Southport

**Furnaces**
Home Heating Service Inc (warm air oil fired) South Norwalk

**Furnace Linings**
Mullite Refractories Co The Shelton

**Furniture Pads**
Gilman Brothers Company The Gilman

**Gage Blocks**
Fonda Gage Company (Fonda lifetime-carbide and steel) Stamford

**Galvanizing**
Malleable Iron Fittings Co Branford
Wilcox Crittenden & Co Inc Middletown

**Galvanizing & Electrical Plating**
Gillette-Vibber Co The New London

**Gaskets**
Auburn Manufacturing Company The (from all materials) Middletown
Raybestos Div of Raybestos-Manhattan Inc The Bridgeport

**Gauges**
American Standard Co Plantsville
Bristol Co The (pressure and vacuum—recording automatic control) Waterbury
Fonda Gage Company (special) Stamford
Helicoid Gage Division American Chain & Cable Co Inc Bridgeport
Manning Maxwell & Moore Inc Bridgeport

**Gears—Reverse & Reduction for Motor Boats**
Snow-Nabstedt Gear Corp The New Haven

**Gears and Gear Cutting**
Hartford Special Machinery Co The Hartford

**General Plating**
Chromium Process Co The (copper, nickel, chromium and cadmium plating) Derby

**Glass and China**
Rocknell Silver Co The (silver decorated) Meriden

**Glass Blowing**
Macalaster Bicknell Company New Haven

**Glass Coffee Makers**
Silex Co The 80 Pliny St Hartford

**Glass Cutters**
Fletcher Terry Co The Box 415 Forestville

**Glass Processing**
Woodbury Glass Company Inc Box 8 East Hartford

**Golf Equipment**
Horton Mfg Co The (clubs, shafts, balls, bags) Bristol

**Governors**
Pickering Governor Co The (speed regulating, centrifugal, hydraulic) Portland

**Greeting Cards**
A D Steinback & Sons Inc New Haven

**Grinding**
Centerless Grinding Co Inc The (Precision custom grinding; centerless, cylindrical, surfaces, internal and special) 19 Staples St Bridgeport
Hartford Special Machinery Co The (gears, threads, cams and splines) Hartford

**Grinding Machines**
Rowbottom Machine Company Inc (cam) Waterbury

**Grommets**
Plume & Atwood Mfg Co The (brass and zinc) Waterbury

**Hand Tools**
Bridgeport Hdwe Mfg Corp The (nail pullers, scout axes, box opening tools, trowels, coping saws, putty knives) Bridgeport
James J Ryan Tool Works The (screw drivers, machinists' punches, cold chisels, scratch awls and nail sets) Southington
Peck Stow & Wilcox Co The (Bit braces, chisels, dividers, draw knives, hammers, pliers, squares, snips, wrenches) Southington

**Hardware**
Bassick Company The (Automotive) Bridgeport
Hall Mfg Co (bridge table) Ansonia
P & F Corbin Division The American Hardware Corp (Builders) New Britain
Wilcox Crittenden & Co Inc (marine heavy and industrial) Middletown
Yale & Towne Manufacturing Company The (builders) Stamford

**Hardware—Marine & Bus**
Rostand Mfg Co The Milford

**Hardware—Trailer Cabinet**
Excelsior Hardware Co The Stamford

**Hardware, Trunk & Luggage**
Corbin Cabinet Lock Div American Hardware Corp New Britain
J H Sessions & Son Bristol
Yale & Towne Manufacturing Company The Stamford

**Hat Machinery**
Doran Brothers Inc Danbury

**Health, Surgical & Orthopedic Supports**
Berger Brothers Company The (custom made for back, breast and abdomen) New Haven

**Heat Treating**
A F Holden Co The 52 Richard St West Haven
Bennett Metal Treating Co The 1945 New Britain Ave Elmwood
Driscoll Wire Company The Shelton
New Britain-Gridley Machine Division The New Britain Machine Co New Britain
Stanley P Rockwell Co Inc The 296 Homestead Ave Hartford

**Heat-Treating Equipment**
A F Holden Company The 52 Richard Street West Haven (Main Plant)
Autoyre Company The Oakville
Stanley P Rockwell Co Inc The (commercial) 2996 Homestead Ave Hartford
Wallace Barnes Co The Div Associated Spring Corp Bristol

**Heat Treating Salts and Compounds**
A F Holden Company The 52 Richard Street West Haven
Mitchell-Bradford Chemical Co Bridgeport

**Heating Apparatus**
Miller Company The (domestic oil burners and heating devices) Meriden

**Hex-Socket Screws**
Allen Manufacturing Co The Hartford

**Highway Guard Rail Hardware**
Malleable Iron Fittings Co Branford

**Hinges**
Homer D Bronson Company Beacon Falls

**Hobs and Hobbings**
ABA Tool & Engineering Co Manchester

**Hoists and Trolleys**
Union Mfg Company New Britain

**Hose Supporter Trimmings**
Hawie Mfg Co The (So-Lo Grip Tabs) Bridgeport

**Hospital Signal Systems**
Connecticut Telephone & Electric Division of Great American Industries Inc Meriden

**Hot Water Heaters**
Petroleum Heat & Power Co (Instantaneous domestic oil burner) Stamford

**Hydraulic Brake Fluids**
Eis Manufacturing Co Middletown

**Industrial Finishes**
Zapon Div Atlas Powder Co Stamford

**Industrial and Marking Tapes**
Seamless Rubber Company The New Haven

**Infra-Red Equipment**
Leeds Electric and Mfg Co The Hartford

**Insecticides**
American Cyanamid & Chemical Corp Waterbury

**Insecticide Bomb**
Bridgeport Brass Company (Aer*a*sol) Bridgeport

**Insulated Wire Cords & Cable**
Kerite Insulated Wire & Cable Co Inc The Seymour

**Instruments**
J-B-T Instruments Inc (Electrical and Temperature) New Haven

**Insulation**
Gilman Brothers Co The Gilman

**Insulating Refractories**
Mullite Refractories Co The Shelton

**Inter-Communications Equipment**
Connecticut Telephone & Electric Division of Great American Industries Inc Meriden

**Jacquard**
Case Brothers Inc Manchester

**Japanning**
J H Sessions & Son Bristol

**Jib Borer**
Moore Special Tool Co (Moore) Bridgeport

**Jig Boring**
American Standard Co Plantsville
Parsons Tool Inc New Britain

**Jig Grinder**
Moore Special Tool Co (Moore) Bridgeport

**Jigs and Fixtures**
American Standard Co Plantsville

**Jointing**
Raybestos Div of Raybestos-Manhattan Inc The (compressed sheet) Bridgeport

**Key Blanks**
Corbin Cabinet Lock Div American Hardware Corp New Britain
Graham Mfg Co The Derby
Yale & Towne Manufacturing Company The Stamford

**Labels**
J & J Cash Inc (Woven) South Norwalk

**Label Moisteners**
Better Packages Ins Shelton

**Laboratory Equipment**
Eastern Industries Inc New Haven

**Laboratory Supplies**
Macalaster Bicknell Company New Haven

**Lacquers & Synthetic Enamels**
Zapon Div Atlas Powder Co Stamford

**Ladders**
A W Flint Co 196 Chapel St New Haven

**Lamp Shades**
Verplex Company The Essex

**Lathes**
Bullard Company The (vertical turret cutmaster and Mult-Au-Matic, vertical multi-spindle) Bridgeport

**Leather**
Herman Roser & Sons Inc (Genuine Pigskin) Glastonbury
Geo A Shepard & Sons Co The (sheepskin, shoe upper, garment, grain and suede) Bethel

**Leather Goods Trimmings**
G E Prentice Mfg Co The Kensington

**Leather, Mechanical**
Auburn Manufacturing Company The (packings, cubs, washers, etc.) Middletown

**Letterheads**
Lehman Brothers Inc (designers, engravers, lithographers) New Haven

**Lighting Equipment**
Miller Co The (Miller, Duplexalite, Ivanhoe) Meriden
Waterbury Companies Inc Waterbury

**Lightning Protection**
Edward H Brown Hartford & New Haven

**Lithographing**
New Haven Printing Company The New Haven

**Locks—Banks**
Yale & Towne Manufacturing Company The Stamford

**Locks—Builders**
P & F Corbin Division The American Hardware Corp New Britain
Yale & Towne Manufacturing Company The Stamford

**Locks—Cabinet**
Corbin Cabinet Lock Div American Hardware Corp New Britain
Excelsior Hardware Co The Stamford
Yale & Towne Manufacturing Company The Stamford

**Locks—Special Purpose**
Yale & Towne Manufacturing Company The Stamford

**Locks—Suit-Case and Trimmings**
Corbin Cabinet Lock Div American Hardware Corp New Britain
Excelsior Hardware Co The Stamford

**Locks—Trunk**
Yale & Towne Manufacturing Company The Stamford
Excelsior Hardware Co The Stamford
Yale & Towne Manufacturing Company The (and suitcase) Stamford

**Locks—Zipper**
Excelsior Hardware Co The Stamford

**Loom—Non-Metallic**
Wiremold Company The Hartford

**Luggage Fabric**
Falls Company The Norwich

**Lumber & Millwork Products**
City Lumber Co of Bridgeport Inc Bridgeport

**Machinery**
Fenn Manufacturing Company The (Special) Hartford
Hallden Machine Company The (mill) Thomaston
Peck Stow & Wilcox Co The (Machines & tools for sheet metal fabrication—manually & power operated) Southington
Standard Machinery Co The (bookbinders) Mystic
Torrington Manufacturing Co The (mill) Torrington

**Machine Bases**
The State Welding Co (Fabricated Steel & Salvage of Broken Castings) Hartford

**Machine Work**
Fenn Manufacturing Company The (precision parts) Hartford
Hartford Special Machinery Co The (contract work only) Hartford
LaPointe Plascomold Corp The (precision on molds, tools, dies, etc.) Unionville
National Sherardizing & Machine Co (job) Hartford
Parker Stamp Works Inc The (Special) Hartford
Torrington Manufacturing Co The (special rolling mill machinery) Torrington

**Machines**
Andrew C Campbell Div American Chain & Cable Co Inc (cutting & nibbling) Bridgeport
Patent Button Company The Waterbury
Special Devices Inc (Special. new developments, engineering, design and construction) Berlin

**Machines—Automatic**
A H Nilson Mach Co The (Special) Bridgeport
Globe Tapping Machine Company (dial type drilling and tapping) Bridgeport

**Machines—Automatic Chucking**
New Britain-Gridley Machine Division The New Britain Machine Co (multiple spindle and double end) New Britain

**Machines—Automatic Screw**
New Britain-Gridley Machine Division The New Britain Machine Co (single and multiple spindle) New Britain

**Machines—Forming**
A H Nilson Mach Co The (four-slide wire and ribbon stock) Bridgeport

**Machines—Paper Ruling**
John McAdams & Sons Inc Norwalk

**Machines—Precision Boring**
New Britain-Gridley Machine Division The New Britain Machine Co New Britain

**Machines—Slotting**
Waterbury Farrel Foundry & Machine Co The (screw head) Waterbury

**Machines—Thread Rolling**
Waterbury Farrel Foundry & Machine Co The Waterbury

**Machinery—Bolt and Nut**
Waterbury Farrel Foundry & Machine Co The Waterbury

**Machinery—Cold Heading**
Waterbury Farrel Foundry & Machine Co The Waterbury

**Machinery Dealers & Rebuilders**
Botwinik Brothers New Haven
J L Lucas and Son Fairfield

**Machinery—Metal-Working**
Waterbury Farrel Foundry & Machine Co The Waterbury

**Machinery—Nut**
Waterbury Farrel Foundry & Machine Co The (forming and tapping ) Waterbury

**Machinery—Screw and Rivet**
Waterbury Farrel Foundry & Machine Co The Waterbury

**Machinery—Wire Drawing**
Waterbury Farrel Foundry & Machine Co The Waterbury

**Magnets**
Cinaudagraph Div The Indiana Steel Products Co Stamford

**Mail Boxes, Apartment & Residential**
Corbin Cabinet Lock Div American Hardware Corp New Britain

**Mailing Machines**
Pitney-Bowes Inc Stamford

**Manganese Bronze Ingot**
Whipple and Choate Company Bridgeport

**Marine Engines**
Kilborn-Sauer Company (running lights and searchlights) Fairfield
Lathrop Engine Co The Mystic

**Marine Equipment**
Wilcox Crittenden & Co Inc Middletown

**Marking Devices**
Hoggson & Pettis Mfg Co The New Haven
Parker Stamp Works Inc The (steel and rubber) Hartford

**Matrices**
W T Barnum & Co Inc New Haven

**Mattresses**
Palmer Brothers Co Fitchville
Waterbury Mattress Co Waterbury

**Mechanical Assemblies—Small**
M H Rhodes Inc Hartford

**Mechanics Hand Tools**
Bridgeport Hdwe Mfg Corp The (screw drivers, wrenches, pliers, cold chisels, hammers, auto repair tools) Bridgeport

**Metal Cleaners**
Apothecaries Hall Co Waterbury

**Metal Cleaning Machines**
Colt's Manufacturing Company Hartford

**Metal Finishes**
Mitchell-Bradford Chemical Co Bridgeport

**Metal Finishing**
National Sherardizing & Machine Co Hartford
Waterbury Plating Company Waterbury

**Metal Goods**
Waterbury Companies Inc (to order) Waterbury

**Metallizing**
Conn Metal Finishing Co Hamden

**Metal Novelties**
H C Cook Co The 32 Beaver St Ansonia
Waterbury Companies Inc Waterbury

**Metal Products**
State Welding Company The Hartford

**Metal Products—Stampings**
J H Sessions & Son Bristol
Scovill Manufacturing Company (Made-to-Order) Watebrury 91
Waterbury Companies Inc Waterbury

**Metal Specialties**
Excelsior Hardware Co The Stamford

**Metal Stampings**
Autoyre Co The (Small) Oakville
Bridgeport Chain & Mfg Co Bridgeport
DooVal Tool & Mfg Inc The Naugatuck
Excelsior Hardware Co The Stamford
Greist Mfg Co The 503 Blake St New Haven
Hayes Metal Stampings Inc Hartford
H C Cook Co The 32 Beaver St Ansonia
J A Otterbein Company The (metal fabrications) Middletown
J H Sessions & Son Bristol
LaPointe Plascomold Corp The Unionville
Patent Button Co The Waterbury
Plume & Atwood Mfg Co The (brass, copper and steel) Waterbury
G E Prentice Mfg Co The Kensington
Saling Manufacturing Company Unionville
Scovill Manufacturing Company Waterbury 91
Stanley Works The New Britain
Verplex Company The (Contract) Essex
Waterbury Companies Inc Waterbury

**Meters—Gas**
Sprague Meter Company Bridgeport

**Microscope—Measuring**
Lundeberg Engineering Company Hartford

**Milk Bottle Carriers**
John P Smith Co The 423-33 Chapel St New Haven

**Millwork**
Hartford Builders Finish Co Hartford (Advt.)

# IT'S MADE IN CONNECTICUT

**Millboard**
Raybestos Div of Raybestos-Manhattan Inc The (asbestos) Bridgeport

**Milling Machines**
Rowbottom Machine Company Inc (cam) Waterbury

**Mill Supplies**
Wilcox Crittenden & Co Inc Middletown

**Minute Minders**
Lux Clock Mfg Co The Waterbury

**Mixing Equipment**
Eastern Industries Inc New Haven

**Monuments**
Beij & Williams Co The Hartford

**Motor Switches**
Gaynor Electric Company Inc Bridgeport

**Moulded Plastic Products**
Colt's Manufacturing Company Hartford
Patent Button Co The Waterbury
Waterbury Companies Inc Waterbury
Watertown Mfg Co The 117 Echo Lake Road Watertown

**Mouldings**
Himmel Brothers Co The (architectural, metal and store front) Hamden

**Moulds**
ABA Tool & Engineering Co Manchester
Hoggson & Pettis Mfg Co The (steel) 114 Brewery St New Haven
Lundeberg Engineering Company (plastic) Hartford
Parker Stamps Works Inc The (compression, injection & transfer for plastics) Hartford
Sessions Foundry Co The (heat resisting for non-ferrous metals) Bristol

**Napper Clothing**
Standard Card Clothing Co The (for textile mills) Stafford Springs

**Nickel Anodes**
Apothecaries Hall Co Waterbury
Seymour Mfg Co The Seymour

**Nickel Silver**
Seymour Mfg Co The Seymour
Waterbury Rolling Mills Inc (sheets, strips, rolls) Waterbury

**Nickel Silver Ingot**
Whipple and Choate Company The Bridgeport

**Night Latches**
P & F Corbin Division The American Hardware Corp New Britain
Yale & Towne Manufacturing Company The Stamford

**Non-ferrous Metal Castings**
Miller Company The Meriden

**Nuts, Bolts and Washers**
Clark Brothers Bolt Co Milldale

**Office Equipment**
Pitney-Bowes Inc Stamford
Underwood Corporation Bridgeport & Hartford

**Offset Printing**
New Haven Printing Company The New Haven

**Oil Burners**
Miller Company The (domestic) Meriden
Petroleum Heat & Power Co (domestic, commercial and industrial) Stamford
Sident Glow Oil Burner Corp The 1477 Park St Hartford

**Oil Burner Wick**
Raybestos Div of Raybestos-Manhattan Inc The Bridgeport

**Oil Tanks**
Norwalk Tank Co The (550 to 30 M gals., underwriters above and under ground) South Norwalk

**Olives**
John Magee & Co Incorporated Saybrook

**Ovens**
American Machine & Foundry Co New Haven

**Package Sealers**
Better Packkages Inc Shelton

**Packing**
Auburn Manufacturing Company The (leather, rubber, asbestos, fibre) Middletown
Raybestos Div of Raybestos-Manhattan Inc The (rubber sheet and automotive) Bridgeport

**Padlocks**
Corbin Cabinet Lock Div American Hardware Corp New Britain
Yale & Towne Manufacturing Company The Stamford

**Paints and Enamels**
Staminite Corp The New Haven
Tredennick Paint Mfg Co The Meriden

**Pants**
Moore Special Tool Co (crush wheel dresser) Bridgeport

**Paperboard**
Connecticut Corrugated Box Div Robert Gair Co Inc Portland
New Haven Pulp & Board Co The New Haven

**Paper Boxes**
Atlantic Carton Corp (folding) Norwich
National Folding Box Co (folding) New Haven
New Haven Pulp & Board Co The New Haven
Robertson Paper Box Co (folding) Montville
Strouse Adler Co The New Haven

**Paper Boxes—Folding and Setup**
Bridgeport Paper Box Company Bridgeport
M Backes' Sons Inc Wallingford
Warner Brothers Company The Bridgeport

**Paper Clips**
H C Cook Co The (steel) 32 Beaver St Ansonia

**Paper Tubes and Cores**
Sonoco Products Co (Climax-Lowell Div) Mystic

**Parallel Tubes**
Sonoco Products Co (Climax-Lowell Div) Mystic

**Parkerizing**
Clairglow Mfg Company Portland

**Passenger Transportation**
Connecticut Company The (local, suburban and interurban) New Haven

**Pet Furnishings**
Andrew B Hendryx Co The New Haven

**Pharmaceutical Specialties**
Ernst Bischoff Company Inc Ivoryton

**Phosphor Bronze**
Miller Company The (sheets, strips, rolls) Meriden
Seymour Mfg Co The Seymour
Waterbury Rolling Mills Inc (sheets, strips, rolls) Waterbury

**Phosphor Bronze Ingots**
Whipple and Choate Company The Bridgeport

**Photographic Equipment**
Kalart Company Inc Stamford

**Photo Reproduction**
New Haven Printing Company The New Haven

**Piano Repairs**
Pratt Read & Co Inc (keys and action) Ivoryton

**Piano Supplies**
Pratt Read & Co (keys and actions, backs, plates) Ivoryton

**Pickles**
Goodman Brothers Meriden

**Pin Up Lamps**
Verplex Company The Essex

**Pipe**
American Brass Co The (brass and copper) Waterbury
Bridgeport Brass Co (brass & copper) Bridgeport
Chase Brass & Copper Co (red brass and coper) Waterbury
Crane Company (fabricated) Bridgeport
Howard Co (cement well and chimney) New Haven

**Pipe Fittings**
Corley Co Inc The (300# AAR) Plainville
Malleable Iron Fittings Co Branford

**Pipe Plugs**
Holo-Krome Screw Corporation The (countersunk) West Hartford

**Plastic Buttons**
Colt's Manufacturing Company Hartford
Frank Parizek Manufacturing Co The West Willington
Patent Button Co The Waterbury
Waterbury Companies Inc Waterbury

**Plasticrete Bloc**
Plasticrete Corp Hamden

**Plastic Film Printing**
Glasgo Finishing Co The Glasgo

**Plastic—Moulders**
Conn Plastics Waterbury
Geo S Scott Mfg Co The Wallingford
LaPointe Plascomold Corp The (custom work of compression type) Unionville
Watertown Mfg Co The Watertown
Waterbury Companies Co Waterbury

**Plastics—Moulds & Dies**
Parker Stamp Works Inc The (for plastics) Hartford

**Platers**
Christie Plating Co Groton
Patent Button Co The Waterbury
Plainville Electro Plating Co The Plainville
Waterbury Plating Company Waterbury

**Platers—Chrome**
Hartford Chrome Corporation The Hartford
Nutmeg Chrome Corporation Hartford
Plainville Electro Plating Co The Plainville

**Platers' Equipment**
Apothecaries Hall Company Waterbury
MacDermid Incorporated Waterbury

**Plating**
Conn Metal Finishing Co Hamden

**Plumbers' Brass Goods**
Bridgeport Brass Co Bridgeport
Keeney Mfg Co The (special bends) Newington
Scovill Manufacturing Company Waterbury 48

**Plumbing Specialties**
John M Russell Mfg Co Inc Naugatuck

**Pole Line**
Malleable Iron Fittings Co Branford

**Polishing Wheels**
Williamsville Buff Mfg Co The Danielson

**Poly Chokes**
Poly Choke Company The (a shotgun choking device) Tariffville

**Postage Meters**
Pitney-Bowes Inc Stamford

**Precious Metals**
J M Ney Company The (for industry) Hartford

**Prefabricated Buildings**
City Lumber Co of Bridgeport Inc The Bridgeport

**Preserves**
Goodman Bros (and jellies) Meriden

**Press Buttons**
Gaynor Electric Company Inc Bridgeport

**Press Papers**
Case Brothers Inc Manchester

**Presses**
Henry & Wright Manufacturing Company The (automatic mechanical) Hartford
Standard Machinery Co The (plastic molding, embossing, and die cutting) Mystic

**Presses—Power**
Waterbury Farrel Foundry & Machine Co The Waterbury

**Pressure Vessels**
Norwalk Tank Co Inc The (unfired to ASME Code Par U 69-70) South Norwalk

**Printing**
Case Lockwood & Brainard Co The Hartford
Heminway Corporation The Waterbury
Hunter Press Hartford
New Haven Printing Company The New Haven
Taylor & Greenough Co The Hartford
T B Simonds Inc Hartford
Walker-Rackliff Company The New Haven

**Printing Presses**
Banthin Engineering Co (automatic) Bridgeport

**Printing Rollers**
Chambers-Storck Company Inc The (engraved) Norwich

**Production Control Equipment**
United Cinephone Corporation Torrington
Wassell Organization (Produc-Trol) Westport

**Propellers—Aircraft**
Hamilton Standard Propellers Div United Aircraft Corp East Hartford

**Propeller Fan Blades**
Torrington Manufacturing Co The Torrington

**Pumps**
Yale & Towne Manufacturing Company The (Tri-rotor) Stamford

**Pumps—Small Industrial**
Eastern Industries Inc New Haven

**Punches**
Hoggson & Pettis Mfg Co The (ticket & cloth) 141 Brewery St New Haven

**Putty Softeners—Electrical**
Fletcher Terry Co The Box 415 Forestville

**Pyrometers**
Bristol Co The (recording and controlling) Waterbury

**Quartz Crystals**
Crystal Research Laboratories Inc Hartford

**Radiation-Finned Copper**
G & O Manufacturing Company The New Haven
Vulcan Radiator Co The (steel and copper) Hartford

**Rayon Specialties**
Hartford Rayon Corporation The Rocky Hill

**Rayon Yarns**
Hartford Rayon Corporation The Rocky Hill

**Reamers**
O K Tool Co Inc The (inserted tooth) 33 Hull St Shelton

**Recorders**
Bristol Co The (automatic controllers, temperature, pressure, flow, humidity) Waterbury

**Refractories**
Howard Company New Haven

**Regulators**
Norwalk Valve Company (for gas and air) South Norwalk

**Resistance Wire**
C O Jelliff Mfg Co The (nickel, chromium, kanthal) Southport

**Respirators**
American Optical Company Safety Division Putnam

**Retainers**
Hartford Steel Ball Co The (bicycle & automotive) Hartford

**Riveting Machines**
Grant Mfg & Machine Co The Bridgeport
H P Townsend Manufacturing Co The Hartford
L-R Mfg Div of The Ripley Co Torrington
Raybestos Div of Raybestos-Manhattan Inc The (brake service equipment) Bridgeport

**Rivets**
Blake & Johnson Co The (brass, copper and non-ferrous) Waterville
Clark Brothers Bolt Co Milldale
Chromium Process Company The Shelton
Connecticut Manufacturing Company The Waterbury
J H Session & Sons Bristol
Plume & Atwood Mfg Co The (brass and copper) Waterbury
Raybestos Div of Raybestos-Manhattan Inc The (brass and aluminum tubular and solid copper) Bridgeport
Raybestos Div of Raybestos-Manhattan Inc The (iron) Bridgeport

**Rods**
Bristol Brass Corp The (brass and bronze) Bristol
Scovill Manufacturing Company (Brass and Bronze) Waterbury 91

**Roller Skates**
Winchester Repeating Arms Company Division Olin Industries Inc New Haven

**Rolling Mills and Equipment**
Waterbury Farrel Foundry & Machine Co The Waterbury

**Rubber Chemicals**
Stamford Rubber Supply Co The ("Factice" Vulcanized Vegetable Oils) Stamford

**Rubberized Fabrics**
Duro-Gloss Rubber Co The New Haven

**Rubber Footwear**
Goodyear Rubber Co The Middletown
United States Rubber Prod Inc (Keds, Kedettes, Gaytees, U S Royal Footwear) Naugatuck

**Rubber Gloves**
Seamless Rubber Company The New Haven

**Rubber Heels**
Danbury Rubber Co Inc The Danbury

**Rubber Products, Mechanical**
Auburn Manufacturing Company The (washers, gaskets, molded parts) Middletown

**Rubber Soles**
Danbury Rubber Co Inc The Danbury

**Rubber Tile**
Danbury Rubber Co Inc The Danbury

**Rubbish Burners**
John P Smith Co The 423-33 Chapel St New Haven

**Safety Clothing**
American Optical Company Safety Division Putnam

**Safety Fuses**
Ensign-Bickford Co The (mining & detonating) Simsbury

**Safety Gloves and Mittens**
American Optical Company Safety Division Putnam

**Safety Goggles**
American Optical Company Safety Division Putnam

**Sandblasting**
Beij & Williams Co The Hartford

**Saw Blades**
Capewell Mfg Co The (Hack Saw, Band Saw) Hartford

**Saws, Band, Metal Cutting**
Atlantic Saw Mfg Co New Haven

**Scales—Industrial Dial**
Kron Company The Bridgeport

**Scissors**
Acme Shear Company The Bridgeport

**Screens**
Hartford Wire Works Co The (Windows, Doors and Porches) Hartford

**Screw Caps**
Weimann Bros Mfg Co The (small for bottles) Derby

**Screws**
Atlantic Screw Work (wood) Hartford
Blake & Johnson Co The (machine and wood) Waterville
Charles Parker Co The (wood) Meriden
Chromium Process Company The Shelton
Clark Brothers Bolt Co Milldale
Connecticut Mfg Co The (machine) Waterbury
Corbin Screw Div American Hardware Corp New Britain
Holo-Krome Screw Corporation The (socket set and socket cap) West Hartford
Scovill Manufacturing Company Waterbury 91

**Screw Machines**
H P Townsend Mfg Company The Hartford

**Screw Machine Accessories**
Barnaby Manufacturing and Tool Company Bridgeport

**Screw Machine Products**
Apex Tool Co Incc The Bridgeport
Blake & Johnson Co The Waterville
Bristol Screw Corporation Plainville
Centerless Grinding Co Inc The (Heat treated and ground type only)
19 Staples Street Bridgeport
Connecticlut Manufacturing Company The Waterbury
Corbin Screw Div American Hardware Corp New Britain
Duda & Goodwin Mfg Co Woodbury
Eastern Machine Screw Corp The
Truman & Barclay Sts New Haven
Greist Mfg Co The (Up to 1½" capacity) New Haven
Humason Mfg Co The Forestville
Lowe Mfg Co The Wethersfield
National Automatic Products Company The New Britain
Nelson's Screw Machine Products Plantsville
New Britain Machine Company The New Britain
Olson Brothers Company (up to ¾" capacity) Plainville
Peck Spring Co The Plainville
Plume & Atwood Mfg Co The Waterbury
Scovill Manufacturing Company Waterbury 91
Wallace Metal Products Co Inc New Haven
Watkins Manufacturing Co Inc Milford
Waterbury Machine Tools & Products Co (B & S & Swiss type automatic) Waterbury

**Screw Machine Tools**
Somma Tool Co (precision circular form tools) Waterbury

**Sealing Tape Machines**
Better Packages Inc Shelton

**Seasoning**
Maggi Co Inc (Maggi's) New Milford

**Sewing Machines**
Greist Mfg Co The (Sewing machine attachments) 503 Blake St New Haven
Merrow Machine Co The (Industrial) Hartford
Singer Manufacturing Company The (industrial) Bridgeport

**Shaving Soaps**
J B Williams Co The Glastonbury

**Shears**
Acme Shear Co The (household) Bridgeport

**Shells**
Wolcott Tool and Manufacturing Company Inc Waterbury

**Sheet Metal Products**
American Brass Co The (brass and copper) Waterbury
Merriam Mfg Co (security boxes, fitted tool boxes, tackle boxes, displays) Durham
United Advertising Corp Manufacturing Division (Job and Production Runs) New Haven
Waterbury Companies Inc Waterbury

**Sheet Metal Stampings**
American Buckle Co The West Haven
DooVal Tool & Mfg Inc The Naugatuck
Hall Mfg Co Ansonia
J H Sessions & Son Bristol
Patent Button Co The Waterbury
Waterbury Companies Inc Waterbury

**Shipment Sealers**
Better Packages Inc Shelton

**Showcase Lighting Equipment**
Wiremold Company The Hartford

**Shower Stalls**
Dextone Company New Haven

**Signals**
H C Cook Co The (for card files)
32 Beaver St Ansonia

**Silks**
Cheney Brothers South Manchester

**Sizing and Finishing Compounds**
American Cyanamid & Chemical Corp Waterbury

**Slide Fasteners**
G E Prentice Mfg Co The Kensington
Shoe Hardware Div U S Rubber Company KwiK zippers) Waterbury

**Smoke Stacks**
Bigelow Company The (steel) New Haven

**Soap**
J B Williams Co The (industrial soaps, toilet soaps, shaving soaps) Glastonbury

**Solder—Soft**
Torrey S Crane Company Plantsville

**Special Machinery**
Henry & Wright Manufacturing Company The Hartford
H P Townsend Mfg Company The Hartford
Lundeberg Engineering Company Hartford
National Sherardizing & Machine Co (mandrels & stock shells for rubber industry) Hartford

**Special Parts**
Greist Mfg Co The (small machines, especially precision stampings) New Haven

**Special Industrial Locking Devices**
Corbin Cabinet Lock Div American Hardware Corp New Britain

**Special Tools & Dies**
Lundeberg Engineering Company Hartford

**Spinnings**
Gray Manufacturing Company The Hartford

**Sponge Rubber**
Sponge Rubber Products Co The Shelton

**Spreads**
Palmer Brothers Co Fitchville

**Spring Coiling Machines**
Torrington Manufacturing Co The Torrington

**Spring Units**
Owen Silent Spring Co Inc (mattreses and furniture) Bridgeport

**Spring Washers**
Wallace Barnes Co The Div Associated Spring Corp Bristol

**Springs—Coil & Flat**
Han-Dee Spring and Manufacturing Co The (Coil and Flat) Hartford
Humason Mfg Co The Forestville
New England Spring Manufacturing Company Unionville
Peck Spring Co The Plainville
Wallace Barnes Co The Div Associated Spring Corp Bristol

**Springs—Flat**
Wallace Barnes Co The Div Associated Spring Corp Bristol
New England Spring Manufacturing Company Unionville

**Springs—Furniture**
Owen Silent Spring Co Inc Bridgeport

**Springs—Wire**
Colonial Spring Corporation The Hartford
Connecticut Spring Corporation The (compression, extension, torsion) Hartford
D R Templeman Co (jewelry) Plainville
J W Bernston Company (Coil and Torsion) Plainville
New England Spring Mfg Co Unionville
Wallace Barnes Co The Div Associated Spring Corp Bristol

**Springs, Wire & Flat**
Autoyre Company The Oakville

**Stair Pads**
Palmer Brothers Company New London

**Stamps**
Hoggson & Pettis Mfg Co The (steel)
141 Brewery St New Haven
Parker Stamp Works Inc The (steel & rubber) Hartford

**Stampings**
DooVal Tool & Mfg Inc The Naugatuck
Han-Dee Spring and Manufacturing Co The (Small) Hartford

**Stampings—Small**
Greist Manufacturing Co The New Haven
J. C White Company The Waterbury
Rogers Corporation (Fibre Cellulose Paper) Manchester
Scovill Manufacturing Company Waterbury 91
Wallace Barnes Co The Div Associated Spring Corp Bristol
Waterbury Companies Inc Waterbury

**Steel**
Stanley Works The (hot and cold rolled strip) New Britain

**Steel Castings**
Hartford Electric Steel Co The (carbon and alloy steel) 540 Flatbush Ave Hartford
Malleable Iron Fittings Co Branford
Nutmeg Crucible Steel Co Branford

**Steel—Cold Rolled Spring**
Wallace Barnes Co The Div Associated Spring Corp Bristol

**Steel—Cold Rolled Stainless**
Wallingford Steel Company Wallingford

**Steel—Cold Rolled Strip and Sheets**
Wallingford Steel Company Wallingford

**Steel Goods**
Merriam Mfg Co (sheets products to order) Durham
Waterbury Companies Inc Waterbury

**Steel—Magnetic**
Cinaudagraph Div The Indiana Steel Products Co (Permanent) Stamford

**Steel Strapping**
Stanley Works The New Britain

**Steel—Structural**
Berlin Construction Co Inc The (fabricated) Berlin

**Stereotypes**
W T Barnum & Co Inc New Haven

**Stop Clocks, Electric**
H C Thompson Clock Co The Bristol
(Advt.)

**Straps, Leather**
Auburn Manufacturing Company The (textile, industrial, skate, carriage) Middletown

**Studio Couches**
Waterbury Mattress Co Waterbury

**Super Refractories**
Mullite Refractories Co The Shelton

**Surface Metal Raceways & Fittings**
Wiremold Company The Hartford

**Surgical Dressings**
Acme Cotton Products Co Inc East Killingly
Seamless Rubber Company The New Haven

**Surgical Rubber Goods**
Seamless Rubber Company The New Haven

**Switchboards Wire and Cables**
Rockbestos Products Corp (asbestos insulated) New Haven

**Synchronous Motors**
R W Cramer Company Inc The Centerbrook

**Tanks**
Bigelow Company The (steel) New Haven
State Welding Co The Hartford
Storts Welding Company (steel and alloy) Meriden

**Tape**
Russell Mfg Co The Middletown

**Tap Extractors**
Walton Co The 94 Allyn St Hartford

**Taps, Collapsing**
Geometric Tool Co The New Haven

**Tarred Lines**
Brownell & Co Inc Moodus

**Tea**
Upham Food Products Inc package and tea balls) Hawleyville

**Telemetering Instruments**
Bristol Co The Waterbury

**Textile Machinery**
Merrow Machine Co The 2814 Laurel St Hartford

**Textile Mill Supplies**
Ernst Bischoff Company Inc Ivoryton

**Textile Processors**
American Dyeing Corporation (rayon, acetate) Rockville
Aspinook Corp The (cotton) Jewett City

**Therapeutic Equipment**
Airadio Incorporated Stamford

**Thermometers**
Bristol Co The (recording and automatic control) Waterbury
Manning Maxwell & Moore Inc Bridgeport

**Thermostats**
Bridgeport Thermostat Company Inc (automatic) Bridgeport

**Thin Gauge Metals**
Thinsheet Metals Co The (plain or tinned in rolls) Waterbury

**Thread**
American Thread Co The Willimantic
Gardiner Hall Jr Co The (cotton sewing) South Willington
Lloyd E Cone Thread Co The (industrial cotton sewing) Moodus
Max Pollack & Co Inc Groton and Willimantic
Wm Johl Manufacturing Co Mystic

**Threading Machines**
Grant Mfg & Machine Co The (double and automatic) Bridgeport

**Time Recorders**
Stromberg Time Corp Thomaston

**Timers, Interval**
H C Thompson Clock Co The Bristol
R W Cramer Company Inc The Centerbrook

**Timing Devices**
R W Cramer Company Inc The Centerbrook
Seth Thomas Clocks Thomaston
United States Time Corporation The Waterbury

**Timing Devices & Time Switches**
M H Rhodes Inc Hartford

**Tinning**
Thinsheet Metals Co The (non-ferrous metals in rolls) Waterbury
Wilcox Crittenden & Co Inc Middletown

**Tool Designing**
American Standard Co Plantsville

**Tools**
Hoggson & Pettis Mfg Co The (rubber workers) 141 Brewery St New Haven
O K Tool Co Inc The (inserted tooth metal cutting) 33 Hull St Shelton

**Tool Chests**
Vanderman Manufacturing Co The Willimantic

**Tools & Dies**
Moore Special Tool Co Bridgeport

**Tools, Dies & Fixtures**
Fonda Gage Company (also jigs) Stamford
Greist Mfg Co The New Haven
Parker Stamp Works Inc The (special) Hartford

**Tools, Hand & Mechanical**
Bridgeport Hardware Mfg Corp The (screw drivers, nail pullers, box tools, wrenches, auto tools, forgings & specialties) Bridgeport

**Toys**
A C Gilbert Company New Haven
Geo S Scott Mfg Co The Wallingford
Gong Bell Co The East Hampton
N N Hill Brass Co The East Hampton
Waterbury Companies Inc Waterbury

**Trucks—Industrial**
George P Clark Co Windsor Locks
State Welding Company The Hartford

**Trucks—Lift**
Excelsior Hardware Co The Stamford
George P Clark Co Windsor Locks

**Trucks—Skid Platforms**
Excelsior Hardware Co The (lift) Stamford

**Tube Bending**
American Tube Bending Co Inc New Haven

**Tube Clips**
H C Cook Co The (for collapsible tubes) 32 Beaver St Ansonia
Weimann Bros Mfg Co The (for collapsible tubes) Derby

**Tubing**
American Brass Co The (brass and copper) Waterbury
Scovill Manufacturing Company (Brass and Copper) Waterbury 91

**Tubing—Heat Exchanger**
Scovill Manufacturing Company Waterbury 91

**Typewriters**
Royal Typewriter Co Inc Hartford
Underwood Corporation Hartford

**Typewriters—Portable**
Underwood Corporation Hartford

**Typewriter Ribbons and Supplies**
Underwood Corporation Hartford and Bridgeport

**Underclearer Rolls**
Sonoco Products Co (Climax-Lowell Div) Mystic

**Union Pipe Fittings**
Corley Co Inc The (300# AAR) Plainville

**Upholstery Fabrics—Woolen & Worsted**
Broad Brook Company (automobile, airplane, railroad) Broad Brook

**Vacuum Bottles and Containers**
American Thermos Bottle Co Norwich

**Vacuum Cleaners**
Spencer Turbine Co The Hartford

**Valves**
Norwalk Valve Company (sensitive check valves) South Norwalk

**Valves—Automatic Air**
Beaton & Cadwell Mfg Co New Britain

**Valves—Automobile Tire**
Bridgeport Brass Company Bridgeport

**Valves—Radiator Air**
Bridgeport Brass Company Bridgeport

**Valves—Relief & Control**
Beaton & Cadwell Mfg Co New Britain

**Valves—Safety & Relief**
Manning Maxwell & Moore Inc Bridgeport

**Varnishes**
Staminite Corp The New Haven

**Velvets**
Leiss Velvet Mfg Co Inc The Willimantic
Velvet Textile Corporation The (velveteen) West Haven

**Ventilating Systems**
Colonial Blower Company Hartford
Connecticut Blower Company Hartford

**Vibrators—Pneumatic**
New Haven Vibrator Company (industrial) New Haven

**Vises**
Charles Parker Co The Meriden
Fenn Manufacturing Company The (Quick-Action Vises) Hartford
Vanderman Manufacturing Co. The (Combination Bench Pipe) Willimantic

**Washers**
American Felt Co (felt) Glenville
Auburn Manufacturing Company The (all materials) Middletown
Blake & Johnson The (brass, copper & non-ferrous)3 Waterville
Clark Brothers Bolt Co Milldale
J H Sessions & Son Bristol
Plume & Atwood Mfg Co The (brass & copper) Waterbury
Raybestos Div of Raybestos-Manhattan Inc The (clutch washers) Bridgeport
Saling Manufacturing Company (made to order) Unionville
Sessions Foundry Co The (cast iron) Bristol

**Watches**
Benrus Watch Co 30 Cherry St Waterbury
New Haven Clock and Watch Co The (pocket & wrist) New Haven
United States Time Corporation The Waterbury

**Waterproof Dressings for Leather**
Viscol Company The Stamford

**Wedges**
Saling Manufacturing Company (hammer & axe) Unionville

**Welding**
State Welding Co The (Equipment Mfrs & Steel Fabricators) Hartford
G E Wheeler Company (Fabrication of Steel & Non-Ferrous Metals) New Haven
Industrial Welding Company (Equipment Manufacturers—Steel Fabricators) Hartford
Porcupine Company The Bridgeport
State Welding Company The Hartford

**Welding—Lead**
Storts Welding Company (tanks and fabrication) Meriden

**Welding Rods**
Bristol Brass Co The (brass & bronze) Bristol

**Wheels**
Hall Mfg Co Ansonia

**Wheels—Industrial**
George P Clark Co Windsor Locks

**Wicks**
Auburn Manufacturing Company The (felt, asbestos) Middletown
Raybestos Div of Raybestos-Manhattan Inc The (oil burner wicks) Bridgeport
Russell Mfg Co The Middletown

**Window & Door Guards**
Hartford Wire Works Co The Hartford

**Wire**
Atlantic Wire Co The (steel) Branford
Bartlett Hair Spring Wire Co The (Hair Spring) North Haven
Bristol Brass Corp The (brass & bronze) Bristol
Driscoll Wire Co The (steel) Shelton
Hudson Wire Co Winsted Div (insulated & enameled magnet) Winsted
Platt Bros & Co The (zinc wire) P O Box 1030 Waterbury
Rockbestos Products Corp (asbestos insulated) New Haven
Scovill Manufacturing Company Brass, Bronze and Nickel Silver) Waterbury 91

**Wire Arches & Trellises**
Hartford Wire Works Co The Hartford
John P Smith Co The 423-33 Chapel St New Haven

**Wire Baskets**
Rolock Inc (for acid, heat, degreasing) Fairfield

**Wire Cable**
Bevin-Wilcox Line Co The (braided) East Hampton

**Wire Cloth**
Hartford Wire Works Co The Hartford
C O Jelliff Mfg Co The (all metals, all meshes) Southport
John P Smith Co The 423-33 Chapel St New Haven
Rolock Incorporated Fairfield

**Wire Drawing Dies**
Waterbury Wire Die Co The Waterbury

**Wire Dipping Baskets**
Hartford Wire Works Co The Hartford
John P Smith Co The 423-33 Chapel St New Haven

**Wire—Enameled Magnet**
Sweet Wire Co Winsted

**Wire Formings**
Autoyre Co The Oakville
G E Prentice Mfg Co The Kensington
Verplex Company The Essex

**Wire Forms**
Colonial Spring Corporation The Hartford
Connecticut Spring Corporation The Hartford
Humason Mfg Co The Forestville
New England Spring Mfg Co Unionville
Wallace Barnes Co The Div Associated Spring Corp Bristol

**Wire Goods**
American Buckle Co The (overall trimmings) West Haven
Patent Button Co The Waterbury
Scovill Manufacturing Company (To Order) Waterbury 91

**Wiremolding**
Wiremold Company The Hartford

**Wire Partitions**
Hartford Wire Works Co The Hartford
John P Smith Co The 423-33 Chapel St New Haven

*(Continued on page 48)*

(Advt).

## It's Made in Connecticut

*(Continued from page 47)*

**Wire Products**
Clairglow Mfg Company — Portland

**Wire Reels**
A H Nilson Mach Co The — Bridgeport

**Wire Rings**
American Buckle Co The (pan handles and tinners' trimmings) — West Haven

**Wire Shapes**
Bridgeport Chain & Mfg Co — Bridgeport

**Wire—Specialties**
Andrew B Hendryx Co The — New Haven

**Wood Handles**
Salisbury Cutlery Handle Co The (for cutlery & small tools) — Salisbury

**Woodwork**
C H Dresser & Son Inc (Mfg all kinds of woodwork) — Hartford
Hartford Builders Finish Co — Hartford

**Woven Awning Stripes**
Falls Company The — Norwich

**Yarns**
Hartford Spinning Incorporated (Woolen, knitting and weaving yarns) — Unionville
Aldon Spinning Mills Corporation The (fine woolen and specialty) — Talcottville
Ensign-Bickford Co The (jute carpet) — Simsbury

**Zinc**
Platt Bros & Co The (ribbon, strip and wire) P O Box 1030 — Waterbury

**Zinc Castings**
Newton-New Haven Co Inc — 688 Third Ave West Haven

## Service Section

**CERTIFIED PUBLIC ACCOUNTANT** seeks position as controller or executive accountant. Twenty years diversified public and industrial accounting experience. Knowledge of federal and state taxes, S.E.C. requirements, costs and systems. Address P. W. 1464.

**AVAILABLE WASHINGTON REPRESENTATION.** Thoroughly familiar with Connecticut Industry through past connection as president of metal manufacturing company in the state. In addition, several years experience in responsible positions in War Agencies supplemented by trade association and public relations activities requiring continuous active contact with government departments. Part or full time services available to manufacturers recognizing the necessity of keeping in close touch with the rapidly changing Washington situation. Address P. D. S. 4.

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